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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, JUNE 20, 1925

No. 25

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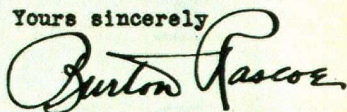
I have just written a review of "The Crazy Fool", in which I have said, among other things:

"'The Crazy Fool' is 'The Alice in Wonderland' of modern American urban life'.....and....."It comes as near being the perfect satire of modern American life as anything I can think of"and....."I doubt whether there has ever been in the history of comic literature a work sustained to an equal length which contains half as many provocations to actual, physical laughter."

We who review books professionally are quoted often enough in publisher's advertisements concerning books to which we have been more kind than just, and we have often flinched when, separated from its context, a quotation from a review appears to credit us with a wilder enthusiasm than we ever felt or really expressed.

Now and then, however, there comes along a rare book which is so good that our natural professional vanity makes us wish to be among the first on the band wagon in proclaiming its excellence. So, if you are in search for encomia for blurbs, publicity, or advertisements, please use any or all of the above and, if you wish, call upon me for more.

Yours sincerely



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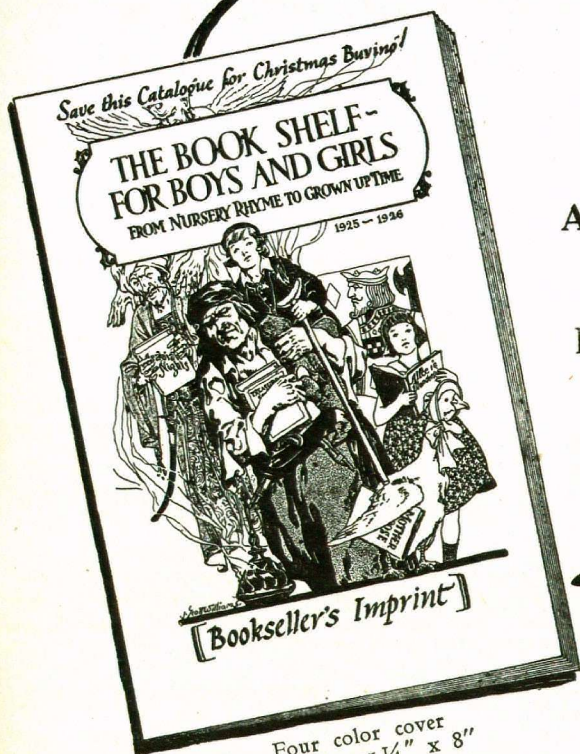
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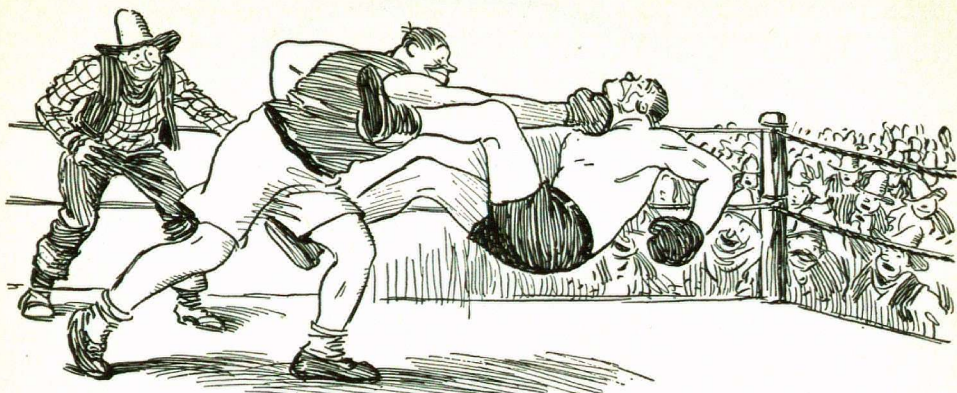
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, JUNE 20, 1925

Summer Outdoors Lure in Book Windows

By Ernest A. Dench

WE had an uncle once (we still may have if he has not "camped" himself to death) who swore that he'd never be silly enough to work a hobby to death—in fact, he thought hobbies effeminate things, anyway. He'd always listen, altho with a secret longing in his heart, with his nose stuck high in the air, while his business friends raved about their golf course or their fishing trips.

One day while he was walking up Fifth Avenue, he paused before a prominent bookstore, caught with the fascinating window display. He gazed hard and long at the interesting array of books on camping, and finally went inside and bought one. That night he sat up late to finish the book. Several days passed and he again went to the bookstore, and bought more literature on camping. Well, to make a long story short, the fastidious uncle, who thought any "country" north, south, east or west of New York City uncivilized, fell a victim to the open road. He was too proud to ask advice of friends, so he got all his knowledge from books. Every spring, now, he begins to get restless, and his friends, like the Arabs, "silently steal away" when they see him coming, for they know from past experience that when he gets on his old camping hobby he never knows when to stop.

It isn't always easy to make your windows so alluring that people immediately become interested in sports, but it can be done. There are lots and lots of people,

who feel they cannot start anything new without reading all the best books on the subject, but they certainly will not hurt themselves rushing into your store unless you put the idea into their heads first. One thing to be remembered is, that once you start a man on a new hobby, he will not be content with one book on the subject. So it will be well worth your while to make your window displays different—get away from the old method of putting crinkly crêpe paper on the window floor and grouping a few books together on the same.

A few displays now and then reminding passersby that they will need some light reading for vacation time will not go amiss. People have a way of thinking that if their trunks are filled with new clothes, their vacation will surely be a success. It will be a good thing to remind these optimistic souls of such things as snobbish crowds and days of rain.

Ensuring An Enjoyable Vacation

John F. Sheehan and Co., Detroit, Michigan, had the right idea when they saw to it that their display of useful books on golfing, fishing, camping, tennis and other summer sports and pastimes were accompanied by the correct "props"—the kind of "props" to make one want to handle a fishing rod and reel, or a tennis racket, or a golf club, or a baseball bat, for these articles were placed among the books on display.

"Books that will make your vacation more enjoyable"

ran a showcard down in front. In addition to useful books, there were volumes of light fiction for those who wanted to loaf good and proper.

For the Golfer

Bangerter and Zimmerman, Mankato, Minnesota, left budding golfers no excuse for playing a bad game, for they showed just where to go for the proper books of instruction.

The floor was covered with real moss to represent the grassy links. The central figure was a miniature "Willys-Knight" auto, about three feet long, and equipped in every detail. All about the window were different golf sticks, golf bags and balls. A small wax model of a man stood at the right, and in a position to "putt." Near the ball was a book on "How to Putt." Near the center another figure was just about to "approach" and a book nearby read: "How to Approach." A third figure was ready to "drive" and near him was a book "How to Drive." Other books, "Chic Evan's Golf Book," "Rules of Golf," were laid about on the window floor.

Learning How to Swim

Many people find the process of learning how to swim a very serious one. It is one thing to go out on a tennis court and make a few bad plays, and still another to get out into real water and forget how to move the arms and legs. For this reason you will find plenty of people anxious to get all the book knowledge on the art of swimming, before they venture on to something less solid than the piano stool.

J. K. Gleason, of St. John, N. B., Canada, combined his stock of books dealing with swimming, with rubber caps and wings.

In order to get people to purchase his books, he gave away a rubber cap with every sale over seventy-five cents. Grouped about the window in attractive confusion were all sorts of books on swimming and diving. The addition of the bathing caps and the wings, added just the right touch.

His window cards put particular stress on the fact that every one should learn how to swim, and called mother's attention to the danger her children were running if

she was planning to take them near the water for a vacation.

The Amateur Gardener Appeal

Every one gets the "plant a garden" germ during the warm weather. Some people let a little thing like the neighbors' chickens discourage them, but there are plenty who yearn for rose-covered arbors but don't know just how to go about getting them.

G. L. Davies, of Harrods, Ltd., London, England, came to their aid with a charming display, in which garden tools, cool arbors and books on "How to Grow a Garden" intermingled.

The background resembled a back fence. At the very center rear was a rose-covered archway, and stacked in front of this were books on gardening. The attractive jackets of the books caught the eye immediately. At the right was a settee, upon which more books were piled. Leaning against one side of this were hoes, spades and rakes. At the left was a little box hedge and more roses climbing over the "fence." On a garden seat at the extreme left were more books, while on the floor were such garden essentials as hose, trowels, etc. A few more books were grouped about on the floor, along with two cards calling attention to the need of authority when it comes to planting a garden.

Rural Atmosphere

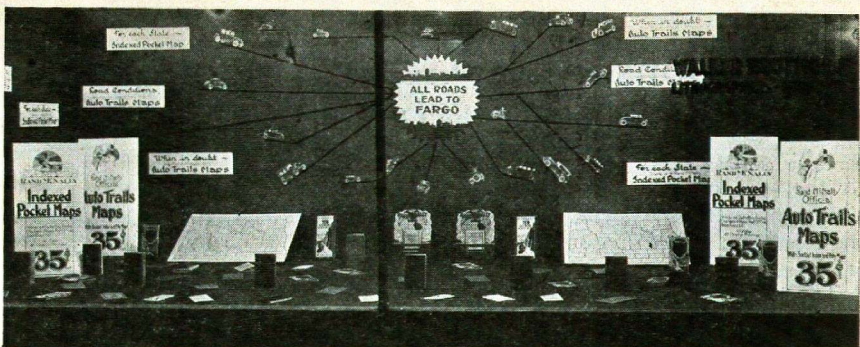
All set for summer and appealing to lovers of the outdoors was the display arranged by Skinner's Book Store, Albany, New York. They engaged a local artist to execute a large scenic panel, with a gilded border to suggest a frame. The panel showed a typical small boy, sitting beside the banks of a stream in the woods, with his fishing line and rod all set for a bite. All the while, however, he was absorbed in what was apparently a fascinating book, for a fish was biting good and hard at his bait. The panel was captioned:

"Skinner's for Outdoor Books."

It is this type of display that makes a great impression on tourists, especially in a city like Albany, which is the gateway to the Adirondacks, the Thousand Islands, Montreal and other pleasure spots.

Aiming at Motor Tourists

One summer, Chapman's Book Store, Montreal, P. Q., Canada, appealed to tour-



SUMMER WINDOW DISPLAY FEATURING AUTOMOBILE AND TRAVEL BOOKS
ARRANGED BY WALKER BROTHERS, FARGO, NORTH DAKOTA

ists with a huge banner stretched across the doorway.

This read:

“Canadiana—Guide of City, with
Maps, 50c.”

The double window frontage was nicely displayed with timely books, maps and guides, placed among which were the following cards:

“Auto Blue Books, Guides and Maps.
Visitors welcome to browse undisturbed at their leisure.”

“Information Bureau for Tourists.
Postage stamps and a quiet place to write a letter.”

The features announced on the latter show-card are winners in any town or city where there is a fair volume of tourist trade. With swarms of motor tourists invading the highways, even the bookseller in the small town can cultivate this class of trade.

There are a few things, such as being chased by a mad bull, (or an angry motor cycle cop, for that matter) that are worse than finding oneself on a strange and lonely road after dark, with no idea where supper and bed are coming from. However this latter is a predicament that most motor enthusiasts guard against. With beginners and know-it-alls, it may be different. They need to be prodded in the right direction. You can do this by putting in an auto map display occasionally.

Alson Brubaker of Walker Brothers, Fargo, North Dakota, knows that a motor road map is as necessary for a happy week-end motor trip, as an auto rug and thermos bottle, so he arranged a clever window as a reminder.

Pasted on the wall at the rear was a fancy cut-out showing (presumably) the Fargo skyline, and the words:

“All Roads Lead to Fargo.”

Radiating out in all directions from this cut-out were lines, at the end of which were many tiny motor car cut-outs. Pasted on the walls were such cards as:

“For Each State—
Indexed Pocket Map.”

“When in Doubt
use—Auto Trails Maps.”

Leaning against the background were maps of the United States and automobile route books.

Advice for motorists, in the form of pamphlets and books, were laid flat on the window floor, and placed upright by slightly opening each copy.

The Country Scene

The Marshall-Jackson Co., Chicago, Illinois, arranged an artistic country scene in its window, to go with its road map display. The background and sides were covered with a painted scene, showing country life. There were hills in the distance, lovely green trees and tops of houses. Across the entire length was built a white fence. The rest of the window was laid out to represent the countryside. There were narrow sand roads upon which were toy automobiles; little green boulevards and parks upon which dolls were walking. Even a wooden well with its old oaken bucket was placed at the side of what looked to be a country estate.

Thru the center was a large trellis covered with pink flowers. Road maps were displayed on the floor down in front.

Conditions in the German Book Trade

A Study by the Chairman of the German Booksellers' Association

AS the best organized and most far flung book-trade system, facts and figures from Germany are always of interest, especially since the old system has been shaken by the war and there has been no recent data as to how far the recovery has been made.

A recent study has been made of conditions by Dr. Gerhard Menz, who is chairman of the Association of German Booksellers. The figures that he quotes about former and present output of books show a considerable decrease in publishing activity, and yet an astonishing recovery considering the almost insuperable difficulties faced. These figures have come to this country thru the Department of Commerce at Washington.

General Situation.

The trend is again better in the book publishing business and the book-trade of Germany. According to information gathered by Dr. Gerhard Menz, chairman of the Association of German Bookdealers, (Börsenverein der Deutschen Buchhändler), however, this trade is still far below its pre-war proportions. The business at home has suffered from the decrease in the buying power of the German public, as well as from the higher cost of producing books. Foreign markets, which were almost lost during the war, are being regained slowly. It appears doubtful whether some will be of importance for years to come.

Number of Bookstores Increases.

Statistics compiled by Dr. Menz show that the number of bookselling establishments in Germany have increased in recent years in spite of the decrease in the country's territory. The following table shows by years the number of bookstores and the numbers of towns and cities in which they were situated:

Year	Bookstores	Towns
1913	9525	1675
1918	9269	1695

1921	9901	1656
1922	10132	1666
1923	10247	1665

Representation Abroad Grows Also.

The establishments distributing German books abroad have also become more numerous in recent years. The number of bookstores outside Germany and the number of towns and cities in which situated are shown by years in the following statistics:

Year	Bookstores	Towns
1913	2887	776
1918	2720	775
1921	3148	882
1922	3175	888
1923	3125	869

Export figures show that the actual quantity of German books sent abroad has sunk to less than half pre-war proportions. The foregoing figures show, however, that the foreign business is today more widely distributed than before the war.

Increases Within Classifications.

The statistics gathered by Dr. Menz show an increase in the last ten years in establishments in each of the various subdivisions of the book industry and trade, except music publishers. There are two less of these in Germany, or there were at the end of 1923, than in 1913. Retail establishments expanded in the same period by about 8 per cent. The detailed figures follow:

Classification	1913	1919	1922	1923
Book publishers	3249	3230	3512	3526
Publishers of works of art	373	312	353	357
Music publishers	495	440	491	493
Retail bookdealers	7248	7272	7827	7859
Retail dealers in works of art	152	146	176	178

Retail sellers of music	620	612	694	702
Dealers in second- hand books	239	228	254	257

Fewer Books Published.

Only in 1922, when the book publishing industry of Germany was making the most of cheap costs of production resulting from inflation of the currency did the number of books published rise to the 1913 level. According to Dr. Menz the output of separate works has been since 1913 as follows:

Year	Works	Year	Works
1913	35,078	1922	35,859
1918	14,743	1923	30,734
1921	34,252		

Character of Book Changes.

In character of the books published several important changes have taken place. More works of fiction, art, music, theater, and film were published in 1923 than in 1913. There is apparently in this fact support for the idea held in some quarters that the German people seek more than ever before today relief from daily anxieties in interests remote from the actual affairs of life. The number of works of bibliography and compilations of learning have also greatly increased. Publications of works of theology, political science and law, science, philosophy, philology, history, geography, architecture, agriculture, forestry, and mining—in sum, the specialized results of research in the various fields of learning—show a marked falling off. It is notable that less than one-third the number of books on military science published in 1913 was published in 1923. The following table shows in detail a comparison of the number of books published in each group in 1913 and ten years later:

Group	1913	1923
Bibliography, library works, and encyclopaedias	494	1333
Theology	2683	2305
Law, political science, sta- tistics	3358	3219
Medicine, veterinary science	1972	1403
Natural science, mathema- tics	1953	1651
Philosophy	699	612

Education, books for the young	5429	4094
Language and Literature ..	2304	1302
History, biography	1705	1458
Geography, travel, maps...	1450	1162
War science	673	198
Commerce, industry, traffic.	2346	1902
Architecture, engineering, mining	1217	832
Housekeeping, agriculture, forestry	1066	897
Fiction	5319	5453
Art, music, theater, film...	1051	2021
Miscellaneous	1359	937
Total	35078	30734

Neither these figures nor those in preceding paragraphs give any information as to the actual *quantity* of books produced. In general it is known that fewer but larger editions of various works are being printed now than formerly. This practice is said to make it possible to keep down the cost of single copies. The cost of production has been increased by the higher cost of paper, amounting to fifty to sixty per cent more than pre-war prices, higher cost of printing, amounting to ninety to one hundred per cent, and higher cost of binding, amounting to one hundred thirty per cent above prices before the war. Despite these factors the prices of books are stated to be not more than 50 per cent above pre-war quotations.

Market Conditions Variable.

For fiction and some other classes of books the market is currently satisfactory. Sales are even greater than before the war. A large number of current newspapers and other journals are recovering from difficulties encountered during the inflation period. In general, however, the sale of books suffers from the decreased buying power of the German people. Dr. Menz estimates that the German public has only two-thirds or three-fourths of its pre-war ability to buy. Books, being not a necessity, do not find the market they formerly did. Despite this situation, the market is good for magazines of the American type.

Exports of Books Decline.

Abroad the market for German books has suffered seriously thru the war. Where-

as the 1913 statistics showed exports of 14,903 metric tons of books, the shipments in 1922 were only 11,667 metric tons, and they have since declined to 7,377 tons in 1922 and only 6,638 tons in 1924. Austria, Switzerland, Czech-slovakia, and the United States lead among the countries

overproduction and consequent ruinous competition. The general economic conditions, he believes, will force the industry to limit its energies to production of works of superior quality only, as such works will have the best chance to find and retain a market.

The Export Trade of Germany in Books.

	1913		1923		1924	
	Metric tons	%	Metric tons	%	Metric tons	%
Belgium	283	1.89	36	.50	....	....
Denmark	173	1.15	207	2.80	92	1.38
France	689	4.62	104	1.42	....	....
Great Britain	386	2.59	248	3.36	292	4.39
Italy	202	1.35	134	1.82	....	....
Netherlands	629	4.22	721	9.76	561	8.44
Norway	85	0.56	92	1.24	....	....
Austria-Hungary	7177	48.16	....	....	....	....
Austria .....	....	....	1131	15.55	976	14.62
Hungary .....	....	....	50	.68	....	....
Czecho-Slovakia .....	....	....	845	11.45	881	13.20
Russia	1132	7.59	*307	4.17	....	....
Finland	82	.55	73	.99	....	....
Sweden	227	1.59	202	2.73	91	1.37
Switzerland	1958	13.13	942	12.75	1012	15.24
Spain	50	.33	49	.67	....	....
Japan	141	.94	331	4.48	349	5.26
United States	923	6.19	513	6.96	636	9.58
All others	766	5.14	1392	16.37	1748	26.34
Totals	14903	100	7377	100	6638	100

% Figures in this column show proportion of total exports received by each country.

*Total for northern and southern Russia.

which are today buying German books. The United States is proportionately a better buyer now than in 1913, taking now nearly 10 per cent of the exports as compared with 6 per cent in 1913. The trade with Russia, which amounted to 7 per cent of the total in 1913, is now negligible.

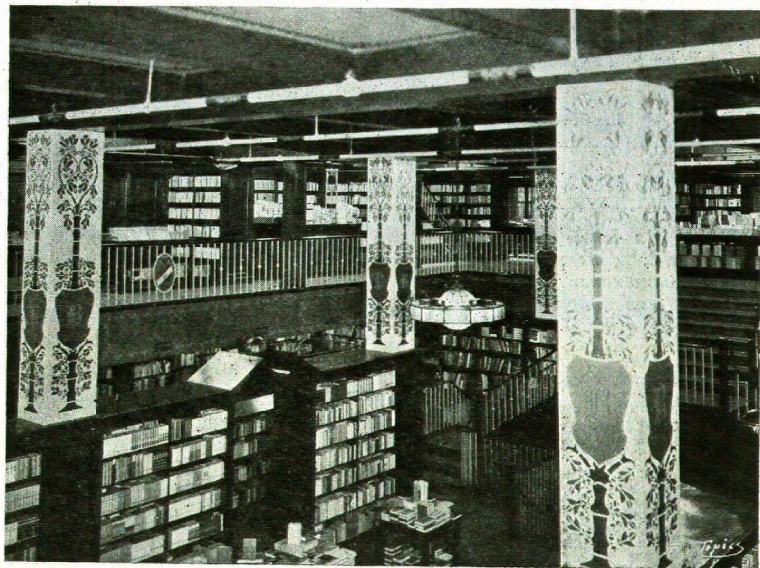
The above table furnishes a comparison of the exports of books to various countries in the last two years and in 1913:

The German dealers regard future prospects with anxiety. They do not consider the recovery of old markets in eastern Europe to the pre-war status likely for many years. Facing this situation, Dr. Mentz, as chairman of the bookdealers, counsels reduction of output to prevent

Imports Increase in 1924.

As a buyer of books from abroad Germany offers a market now only about one-fourth as great as in 1913. In that pre-war year Germany imported 5,563 metric tons of books, chiefly from German-speaking countries. Imports in recent years have been as follows: 1922, 1790 metric tons; 1923, 954 tons; 1924, 1558 tons. The increased buying power of the German mark in foreign countries was doubtless the main reason for the marked increase of imports from 1923 to 1924. The German-speaking countries remain the chief source of imported books. Books in foreign languages are a small item in the trade as a whole.

The New Brentano Store on 47th Street Is Beautifully Planned and Decorated



THE CENTRAL SELLING AREA MARKED OFF BY HANDSOME BOOK SHELVES IS CONNECTED, THRU GRACEFUL ARCHWAYS, WITH THE SIDE AISLES. THE STENCILLED COLUMNS IN GAY COLORS ARE A HAPPY FEATURE AND EVERY PART IS FLOODED WITH LIGHT



THE BROAD MEZZANINE FLOOR ENDS AT EITHER SIDE WITH A GRACEFUL CURVE. WELL LIGHTED SHELVES OF CLASSIFIED STOCK LEAD THE CUSTOMERS TO THEM



THE STAIRCASES ARE TOWARD THE BACK AND ARE A BEAUTIFUL EXAMPLE OF GOOD ARCHITECTURAL CONSTRUCTION AND STORE PLANNING

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

June 20, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

"Nobody Reads Poe Any More"

"I HOPE," writes Charles Willis Thompson to Heywood Broun in the *New York World*, "your discovery that people still read Kipling will be a lesson to you. The other day somebody on the *Times* made the same mistake about him. You literary guys, preoccupied with your microscopes and your daily discoveries of epoch-making novelists and poets, always believe that because you and your friends don't read some author nobody does. When all the great geniuses of 1925 are one with Niveveh and Tyre, which will probably be by about this time next year, people will still be annually buying by the thousand authors that you all think have been long since dead.

"You probably can't buy a best seller of ten years ago, but you can buy without any trouble a Victorian novelist or poet. Once in a bookstore I idly asked a salesman if anybody ever bought Charles Reade. He instantly fetched down several editions of Reade, and they were all new editions; seems they get out Reade editions every little while to satisfy the demand. Department store bookeries are not supposed to cater to anything but the most up-to-date demand, yet once when I went into one, with a sinking expectation, to see if by any chance I could get 'Tom Jones,' I found half a dozen bookshelves jammed with all of Fielding's stories. The store was in Brooklyn, at that. I did not have the slightest

trouble getting Wilkie Collins, tho I would probably have a hard time getting a copy of the great genius, whoever he was, whom you and the other literary guys hailed as the creator of a new epoch five years ago.

"Once one of you literary guys wrote a surprised and delighted letter to the *Times* about a great discovery he had made. He had found in a second-hand bookshop a real poet, Ironquill of Kansas, who had written in the 1860's, and he proceeded to quote this find of his and to lament that such a writer had been forgotten. Next time I was in Brentano's I asked the lady at the poetry market if she had ever heard of Ironquill, and she languidly reached to the nearest shelf and pulled down, what do you think?—the sixteenth edition, no less, and bearing that year's date. As this was at least a dozen years ago, I suppose Ironquill is in his twentieth edition by now, tho Mr. Ware—Ironquill himself—has long been dead.

People are still quoting 'John and Peter and Robert and Paul, God in His wisdom created them all,' but as Lizzie Doten wrote it somewhere about 1850 I had an idea you would have to hunt up her works in some musty old second-hand shop, if you could get them at all. So I was somewhat surprised when the book department at Abraham & Straus's promptly handed out the latest edition of her 'Poems of Progress' and 'Poems of the Inner Life,' brand new from the press. Passing Wanamaker's shelves devoted to the drama, my eye was caught not by Pinero or Clyde Fitch but by John Webster.

"Don't worry about how poor old Scott and Dickens aren't read, or Bulwer Lytton. You would be better employed in worrying about the future of your Michael Arlens and Hugh Walpoles and Joseph Hergeheimers and Edith Whartons. I don't mean you specifically, but all the numerically insignificant crowd of literary guys who talk to each other about the books you read and haven't the faintest idea what books the whaling big majority of folks read; all you people who live by taking in each other's washing. Bliss Carman exceeded the limit; he once wept because nobody read Poe any more. Poe! Good Lord!"

The Oldest Bookstores in New York

THE removal of Brentano's from 5th Avenue and 27th Street to their new shop at 5th Avenue and 47th Street and their announcement that the business was started originally by August Brentano in 1853 has brought up the question what is the oldest retail bookstore in New York and which one reaches the furthest back with the family name without change?

While the Brentano's can point with pride to a record of seventy-two years, two other shops appear to lead them several laps. The oldest of all the concerns appears to be the house of P. J. Kenedy Sons, Catholic booksellers at 44 Barclay Street. Their business was founded by the grandfather of the present owners, John Kenedy, in Baltimore in 1826. The business was transferred to New York in 1838 and since then it has been a fixture in the downtown district with but three removals in eighty-seven years. For thirty-eight years alone it occupied the shop at 11 Barclay Street from which it was compelled to move in 1911 to make room for the great Woolworth building that brought the wreckage of an acre of old structures.

Putnam's, however, as a general bookstore has the record for long distance. In 1840 George Palmer Putnam formed a partnership with John Wiley and started in publishing and bookselling as Wiley and Putnam. When the firm dissolved a few years later Putnam carried the business on under his own name and it has been continued under the family name, management and ownership by his sons and grandsons to the present time.

It is interesting in this connection to note the names of other retail bookstores in New York City that have preserved their identities for over fifty years. In 1870 there was listed in Dingman's Booksellers' Directory the names of two hundred and ten retail dealers in New York City alone. Of all these living concerns fifty years ago only nine now exist. These veterans are:

Baker & Voorhis & Co. (Law)
Benziger Brothers (Catholic)
E. P. Dutton & Co.
Orange Judd Co. (Agriculture)
P. J. Kenedy & Sons (Catholic)

Macoy Co. (Masonic)
Methodist Book Concern (Religious)
G. P. Putnam's Sons
Charles Scribner's Sons
D. Van Nostrand & Co. (Technical)

In the *American Booktrade Manual*, 1922, the number of booksellers in New York City is given as two hundred and fifty. Dingman's Directory rated many publishing firms as "booksellers" for the reason that they catered to retail trade, especially if they were located in street-level stores.

A Stabilized Easter

IF the date of Easter should ever become stabilized, it probably will be the result of initiative of the Church rather than of the Chambers of Commerce, but the idea is an interesting one, and it will be brought up for new discussion at the International Chamber of Commerce meeting in Brussels June 21st. It has been found that the mean date of 100 Easters is April 8th, and the suggestion has been made that the second Sunday in April be chosen for Easter Sunday. There is no doubt whatsoever as to the value to business men of such stabilization, as the present variation of five weeks is so great as to throw it into completely varying seasons.

Selling Books in Summer

PERHAPS one of the most important features of selling books in the summer is to taboo talk about the heat, either to customers or among the staff. Moving picture houses and theaters, drug stores, etc., are now displaying icy-looking signs telling of the cooling temperature of their interiors. What is more restful, cooling and soothing than buying or looking over books? A small sum invested in electric fans and a dignified announcement telling the public of the attractiveness of the shop's interior, as a respite from the glaring sun, should not be amiss. Cooled bottled water near the door, screen doors and other little necessary luxuries can all be provided for with the assurance that they are worth all they cost. Along with the cool atmosphere unusual cleanliness is necessary—sun spotted books—dead flies decorating the windows—dust—should not be visible.

Canadian Booksellers' and Stationers' Convention

Enthusiastic Meeting Held At Ottawa

THE three-day convention of the Canadian Booksellers' and Stationers' Association had satisfactory attendance and unusually good sessions. Besides the business sessions, there was a very successful public meeting. The resolutions passed at the business session included:

1. A recommendation that the Dominion Government abolish sales tax on all printed books.

2. That the Canadian Customs Department should interpret liberally the needs of educational institutions in importing books for educational purposes.

3. That the Department of Agriculture, copyright branch, should furnish the president of the Association with a reply to the memoranda presented by this Association in March concerning the issuing of licenses which give to some one importer the exclusive right to import certain books into Canada.

4. That the Department of Education be asked to increase the discount on all schoolbooks other than the readers and public school arithmetic by 10%, or, in lieu of that, to have such books delivered to the dealers free of charge. At present, schoolbooks are handled at a heavy loss.

5. Publishers and retailers should not permit any discount to libraries to exceed 20%.

6. That publishers be asked to include the words "Buy from your bookseller" in all their advertising.

7. That all Canadian booksellers be urged to maintain full list prices.

8. That wholesalers and publishers be asked to attach or print at the bottom of the invoice full reports on books not sent, so that the dealer may have prompt information as to why orders have not been filled.

The round tables, as at Chicago, were a prominent feature of the convention, and

gave opportunity for discussion of all trade problems including cooperative advertising, freight rates, schoolbooks, ways to make plus sales, cooperative buying, disposing of overstock, window dressing, etc. Marion Humble of the National Association of Book Publishers spoke at the round table on "Selling Children's Books Fifty-Two Weeks in the Year."

In replying to the Mayor of Ottawa's address of welcome, William Tyrrell, bookseller, of Toronto, spoke for cooperation among booksellers and with the publishers. He believed that price-cutting in the Canadian market should see its end and that the profits should be cut only on remainders and in the final clearance of overstock.

One of the notable addresses of the convention was that of the Honorable Martin Burrell, librarian of Parliament, speaking at the public meeting on Tuesday night:

"People need the wisdom," he said, "and the sanity and calm outlook on life which is to be gained from judicious reading. I always buy books in towns I visit as the best souvenirs of those places, and I also believe that for the wedding gift the book is the best of selections. Silver plate will wear out even before books do."

He spoke against censorship. He said that a vicious book soon digs its own grave. He advised dealers to read book reviews constantly and to appreciate their great influence in the community. The browser in the bookstore, he said, was like the fish hooked on a fly. "Give him a little more line, pull in carefully and you will finally land him."

Mr. Burrell was followed by S. Morgan-Powell, dramatic and literary critic of the *Montreal Star*, who gave a scholarly and brilliant talk on "Criticism, Publishing and Selling." He believed booksellers should appreciate their responsibility in getting books before the community, and, in doing this, they needed judgment, discrimination

and courage. He spoke against publishers' "blurbs" and defined the responsibilities of reviewers, deploring the supercilious patronage of many literary reviewers and pleading for more sympathetic understanding. He believed that the Canadian Book Week would help get greater recognition for Canadian authors, and thus encourage those authors who may give Canada its national literature.

The address of the president, A. H. Jarvis of Ottawa was, in, brief, as follows:

"Greater success lies in better service. That is my keynote. I do not underestimate the success of material profits, but I have little patience with booksellers who look only to profit. We are engaged in a business to be proud of. Let us endeavor to make it bigger and better. The older generation of booksellers must pass along to the younger ones their experience, their hopes and their aims. Our Association was organized to give aid to brother booksellers. After I had been eight years in the book business, I mustered up courage to attend a convention, and I can remember well the encouraging word I got from an older bookseller which made me return home with high resolve.

"Our new Association is only four years old and not yet able to present a long list of accomplishments; still, we have a few outstanding benefits. Schoolbook prices have been made more favorable; new editions are not introduced without a year's notice; the sales tax on schoolbooks was withdrawn in 1923-24; discounts have been raised from 25% and 30% to 33⅓% and 40%; better cooperation between the retailer and publisher is in evidence. All this is due to organized effort. The majority of the publishers realize that their prosperity goes hand-in-hand with ours. As Mr. Macrae, president of the National Association of Book Publishers, said, 'Publishers cannot prophesy prosperity for booksellers and authors without prophesying it for themselves.' The National Association of Book Publishers has supplied us with many valuable bookselling helps, and the help of their book promotion has been given freely to us all.

"Children's books fifteen years ago were largely Christmas merchandise. Now the parents' interest has been aroused, and to-

day a children's department is essential in the bookstore.

"The past year has seen the formation of the Association of Canadian Bookmen, and its first secretary is here at our convention. This is a matter of great advantage to us.

"In closing, may I urge that we seek a higher plane for community service. Make your community feel by your inviting stock that you are there to serve them. The bookstore should be an encyclopaedia of information. Try to have the mechanic, the electrician, the student, the young housekeeper, all come to you for books.

"Accepting the office of president, I looked on it as a privilege as well as an honor. May this year be a better year in our service to each other. Success is not so much lifting yourself above others as lifting others with you."

S. B. Watson, of Thomas Nelson & Sons, Toronto, and president of the Publishers' Board of Trade was the principal speaker of Thursday and his subject was "The Future of the Book-Trade." "The publisher," he said, "the publisher is responsible for financing and marketing the book which bears his imprint whether he manufactures or whether he imports. He must protect the market and the author's rights. The bookseller's profit is not mere arithmetic; it depends on rapid turnover and on meeting the element of risk."

Among the booksellers present at the convention were:

F. H. Chapple, Galt.

Wm. Tyrrell, Toronto.

Wendell Holmes, London and St. Thomas.

Alexander Stewart, Fort William.

A. T. Chapman, Montreal.

C. Foster Brown, Montreal.

J. E. Curran, St. Thomas.

Charles S. Nelles, Guelph.

A. H. Jarvis, Ottawa.

Mr. Ripley of McCinch & Co., Toronto.

A dozen of the Toronto publishers were present including:

S. B. Gundy, of Oxford & Doubleday.

Hugh S. Eayrs, of Macmillan's.

Theodore Pike, of Longmans.

G. W. Littlejohn, of Rand MacNally.

Mr. Dixon, of T. Y. Crowell & Co.

Six New Eastern Bookshops

VI

The Brown Bookshop, Lancaster, Pa.



LOOKING THRU THE THREE ROOMS OF THE SHOP

THE Brown Bookshop was opened October 31, 1922, by Nona Brown.

Miss Brown had no experience in the field, and Lancaster was already the home of several good bookshops, nevertheless she felt there was a need for her kind of bookshop, and altho without bookshop or library experience she had done much as a Red Cross and Community Service worker.

Miss Brown's capital was limited, not more than two thousand dollars in fact, and with this she assembled about 1000 selected volumes. As a location she chose ground floor rooms in a charming old house at 33 North Duke St. This location is admirably suited for a bookshop, as it is but a step from the main business center and is in the heart of the legal district. Here most of the lawyers of Lancaster have chambers. Then, too, farther down on Duke street, is the public market. Here on market days are temptingly arrayed the products of the fat farming country of Lancaster. The market is presided over by Mennonites chiefly, and on market days is crowded with buyers.

The business has not had a phenomenal growth but it has had a steady solid one. No hard and fast rule was followed. A few important facts have contributed, however. Ordinary advertising played relatively a small part. When the shop was first opened, and thereafter at intervals for six months, a series of unusual newspaper ads were used. These were written by Miss Brown primarily to acquaint the people of Lancaster with the fact that there was a Brown Bookshop. Since that time, however, newspaper advertising has had little or no part in the business. Bulletins are sent out every month and a very large mailing list is kept at all times. Every person who enters the shop is requested, in a way that will not injure sensibilities, to leave his name and address so that he may be kept in touch with all the activities of the shop. Perhaps the most important rule of the shop is unfailing courtesy and impeccable service.

Most of the business is done on a charge basis, and Miss Brown feels that this is very helpful, as it keeps the shop in closer

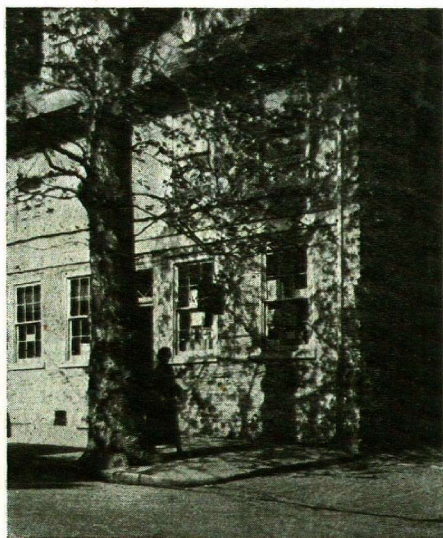
and more intimate relation with the customer.

As children's books are one of the shop's specialties, Children's Book Week is an important event. In preparation, letters written in pen and ink are sent out. The envelopes are addressed also in pen and ink and the letters are mailed with a two cent stamp. The Brown Bookshop feels that in this way it reaches a greater percentage of prospective customers than if the ordinary mail advertising matter were sent. Great care is taken in doing up packages. The fame of its attractive gift parcels has spread all over the city and has brought the shop many customers. Special paper with appropriate decoration is used and there is no charge

for this special service except at Xmas when a nominal fee of 10c. is required. A card index of every book is kept and in this way Miss Brown may tell at any time the amount of stock and the titles, etc. In addition to this a fairly accurate list of what customers have purchased is kept and as most of the customers use a charge this is easily accomplished.

The house in which the shop is located impresses the traveler up Duke street immediately. It is large and warm and friendly looking. Nearly two hundred years old, it was formerly the parsonage of Trinity Church one of the oldest, if not the oldest, churches in Lancaster. A large buttonwood tree spreads its branches over the roof and affords a cool shade in the summer. The house has been completely remodeled without destroying any of its character. The thickness of the old walls keeps it warm in winter and cool in summer. As one enters the principal room of the shop, one is captivated by the great pre-revolutionary fire place, which domi-

nates the room. Miss Brown says that it has helped as much as anything else in making customers and friends. The walls are a rough cream plaster while the small-paned windows have deep sills. The name, The Brown Bookshop, is displayed outside on an attractive wooden sign.



SHOWING A TREE AS A BOOKSHOP ASSET

The front and main room is given over to general literature; the second one, toward the back of the building, houses children's books; while the third and last room is given over to Miss Brown's office, the accounts department, shipping room and large stock closets. In addition to the bookshelves the shop is furnished with quaint pieces of early American furniture which is replaced from time to time as it is sold. The sale

of early American furniture is one of the most important side lines of the shop. An occasional exhibition of paintings is also held.

Miss Brown states very frankly that fiction outsells everything else in the shop. After fiction come children's books. A very complete stock of these is featured, composed chiefly of the better class of juveniles. While there are many beautiful and expensive English and American juveniles, the better class of inexpensive juveniles is well represented. When the shop began, it experimented with making publicity of several "weeks" as they occurred. This proved to be of little or no value, until, today, Children's Book Week is the only one that is celebrated, and it is celebrated with great success. Twice a year, in the later part of January and June, the shop has a sale. This lasts about a week and has proved a necessary and successful feature of the year's activities. During the sale charges and deliveries are entirely dispensed with.

The rental library of the shop has been a success ever since it was started and Miss Brown feels it is a helpful adjunct in the sale of books. A very modest rental fee is charged, two cents a day for fiction, with proportionately higher rates for other classes of books. There are two important times in the day when the shop feels the pressure of business more than at other times, that is in the morning from 11.30 to 1 and in the late afternoon.

Every bookshop appears to have its list of distinguished patrons and friends and the Brown Bookshop is no exception. First in importance is Elsie Singmaster who has been an enthusiastic friend since the shop's inception. She is the chronicler of the lives of the rural folk of curious religious sects that live in the surrounding country and has even included the Brown Bookshop, altho not mentioning it by name, in one of her stories. Then there is Robert Frost who visits in Lancaster; he has had a good word to say for the shop. Among other distinguished visitors to Lancaster who have made friendly calls are John Farrar and Major Vivian Gilbert. But perhaps a better proof of the shop's importance in the life of Lancaster are the groups of people who are continually dropping in and who make of this almost a daily habit. The newspapers of Lancaster have had little articles from time to time about the shop and soon it should be known to every bookloving citizen in the bustling old market town.

May Best Sellers

THERE are many important changes in the May list of best sellers. "Arrowsmith" has been removed to third place by "The Constant Nymph" which had been apparently headed for first ever since its publication. Edith Wharton's "The Mother's Recompense," altho published only a short time is already in second place. "Soundings" dropped off a point to fourth place. Ellen Glasgow's "Barren Ground," on the other hand, rose from thirteenth place last month, to fifth place this month. "The Reckless Lady" and "The Green Hat" took each other's places, "The Green Hat" dropping to seventh place while "The Reckless Lady" moved up to sixth. The new Oppenheim starts

at eighth place while "The Carolinian" dropped from fourth to ninth place. "Mayfair" completes the list at tenth place.

"Diet & Health" has been in the list of best sellers for four years. It has held first place both last month and this.

A. A. Milne's "When We Were Very Young" pursuing its laughing, dancing, way, flitted from third to second place, held last month by "The Life of Christ" which fell to fifth. Mr. Bok's "Twice Thirty" goes from fifth to fourth, while "John Keats" and "Ariel" retain their last month's niches. In number seven Edgar Guest's "Poems" has alighted from twelfth place of April. Emily Post's "Etiquette" comes back strongly from seventeenth to ninth place with "Modern Use of the Bible" falling from ninth to tenth place.

FICTION BEST SELLERS

"The Constant Nymph." Margaret Kennedy. *Doubleday.*

"The Mother's Recompense." Edith Wharton. *Appleton.*

"Arrowsmith." Sinclair Lewis. *Harcourt.*

"Soundings." A. Hamilton Gibbs. *Little.*

"Barren Ground." Ellen Glasgow. *Doubleday.*

"The Reckless Lady." Philip Gibbs. *Doran.*

"The Green Hat" Michael Arlen. *Doran.*

"Stolen Idols." E. Phillips Oppenheim. *Little.*

"The Carolinian." Sabatini. *Houghton.*

"Mayfair." Arlen. *Doran.*

GENERAL LITERATURE

"Diet and Health." Lulu Hunt Peters. *Reilly.*

"When We Were Very Young." A. A. Milne. *Dutton.*

"Boston Cooking School Cook Book." Fannie Farmer. *Little.*

"Twice Thirty." Edward W. Bok. *Scribner.*

"The Life of Christ." Giovanni Papini. *Harcourt.*

"John Keats." Amy Lowell. *Houghton.*

"Ariel." André Maurois. *Appleton.*

"Poems." Edgar A. Guest. *Reilly.*

"Etiquette." Emily Post. *Funk.*

"Modern Use of the Bible." Harry Emerson Fosdick. *Macmillan.*

Advertising Holds Up

THE *Printers' Ink*, in its current record of the amount of advertising in June magazines, shows that the amount of space being used has steadily increased each year in the last three years. The totals for the magazines selected as typical are:

1922	1,722,703
1923	2,046,054
1924	2,202,402
1925	2,232,094

General magazines have shown the only decrease, and there has been a sharp falling off in the space in *Century*, *Scribner's*, *Atlantic*, *Harper* and *World's Work*.

A Butler Bibliography

A BIBLIOGRAPHY of unusual interest is that of Samuel Butler announced for publication by the *Bookman's Journal* early in July. It will probably be the most complete bibliography of any author issued by that office. The number of pages will run to 200, and will list 50 items of original works, 77 contributions to periodicals, 7 books about Butler, 106 writings about him, and some letters of his to Rev. F. G. Fleary.

The format of the volume will be quarto, and the edition limited to 475 numbered copies. Orders may be filed with the office of the *Publishers' Weekly*, the American agents, who will supply copies at \$6, the English prepublication price, plus custom duty. After publication, the price will be advanced. As Butler is an author of outstanding interest to collectors, this bibliography will no doubt be quickly subscribed both here and in England.

THE FIRST VOLUME of the new edition of Stephen Crane will soon be ready for delivery by Knopf, and it is interesting both because it symbolizes the revival of a writer whose name has steadily grown since his too early death and because of the great care lavished on its manufacture by the publishers. The format has been very carefully worked out under the direction of Elmer Adler. The book is in 12mo size and printed on an all rag paper.

Newbery Medal Award to Be Announced

AT the Seattle Conference of the American Library Association on July 9th, the fourth award of the John Newbery Medal will be announced by the Children's Librarians' Section. The award is made by a general committee consisting of the Executive Committee and the Book Evaluation Committee of the Section plus three members specially chosen at large from the membership, 15 votes in all. The chairman of the Committee this year has been Mary S. Wilkinson of the Hackley Public Library, Muskegon.

The object of the Medal has been to encourage in this country creative work for children, and the author must have produced a volume during the previous calendar year which shall be judged "the most distinguished contribution to American literature for children during that period." The previous awards have gone to Hendrik Van Loon in 1922, Hugh Lofting in 1923 and Charles Boardman Hawes in 1924.

New Book Page in Philadelphia

A MOVE that ought to add new stimulus to the growth of the Philadelphia and eastern Pennsylvania outlet for books has come about with the establishment of a book page in the *Philadelphia Inquirer* under the editorship of Sidney Williams and the business management of James LeGallez, both of whom were connected with the *North American* until that paper was wiped out by Curtis purchase. Mr. Williams is well known as an author, editor and critic of pronounced ability, and Mr. LeGallez, who was for some years manager of the Jacobs retail bookstore and active in all book-trade matters of the city, has a reputation for effective cooperative work in anything to do with the merchandising of books. The *Inquirer*, which has the largest circulation of any morning paper in eastern Pennsylvania, has never had a book page before, and it reaches a public that ought to be responsive to such an appeal.

The supplement, which appears in the Saturday morning issue, began to appear on May 23rd.

Have You Tried This?

Practical Business Hints From Other Bookshops

One dollar paid for each contribution found suitable for this page. They should be briefly stated and practical.

One of Each New Book

EVERY new book as issued has its display now in Scribner's Fifth Ave. Window. No matter what the general emphasis of the window may be there is a row, in one corner at the front, of one each of the books that have come up from the receiving room that day. The sign says "The Latest Books of All Publishers." This row serves as a bulletin board to the many bookish people who pass hourly. They feel they are in touch with publishing output and, finding an item, they want to drop in to purchase.

Short and Personal

Here is a type of sales letter that I copied from another field of business as reproduced in *Printers' Ink*. It brought business and I believe it is suitable for varied use in promoting books in which our shop takes a personal interest.

T. M. G.

Customer's name

Address

Dear Sir,

I had shipped to me as soon as published 25 copies of "Anatole France Himself." It seems to me that it is the best new biography I have read.

It is about a fascinating personality and this personality is vividly caught.

The book is full of the best of good talk and gossip. It is written by M. Brusson a secretary and companion. 50,000 copies were sold in one month in France. Perhaps, like myself, you have felt that you really knew very little about one who was considered Europe's greatest man of letters. Here he is to the life.

I can deliver a copy to you tomorrow, (It is \$5.00).

Grant's Bookstore at Utica

GRANT'S BOOKSTORE at Utica features on a conspicuous bulletin board the chart of best sellers from *Books of the Month*, reports which show what is selling in different parts of the country. They find that people are interested to know what is listed as active in other cities and to compare this with their own tastes. The books listed are right there in stock, and Grant's report that many sales result.

To Sell Dictionaries

DICTIONARIES are the favorite theme for writers on how to sell more books. Here is a plan that is used in a large New England bookshop. There is a rack about three feet square with three steps each one above the other. This rack offers display space for almost every style and type of dictionary that is stocked. They are all plainly visible and there is plenty of space between each volume for the customer to look at each volume with comfort. Among the dictionaries displayed one can see everything from a small 30c. pocket dictionary to a large unabridged one.

When the New Volume Comes Out

BY this time every bookseller has received publicity matter or has seen advertised the third volume of the Page Letters. Here is a volume that appears to offer almost limitless opportunity for successful exploitation. In the summer months it would seem worth while to check over all available lists of names. Make use of Who's Who and lists of professional men of all types. Every intelligent and prominent person in the community should be interested to receive notice of this forthcoming work. It is safe to assume that practically every reader in the country owns, has read, or has heard of "The Life and Letters of Walter Hines Page," so that the field is well cultivated.

Bookselling School Closes

WITH the fifteenth lecture of the course on retail bookselling, the second year of these sessions at the College of the City of New York came to an end on June 11th. The evening was given to a summary of the year's studies based on the examination paper that had been given out the week before. All those who wished to get college credit for their year's work were obliged to pass examinations and to be judged, also, by their record of attendance. Only part of the class cared for this credit. As is shown in the examination paper printed in the *Publishers' Weekly* of June 13th, the questions were of general character which endeavored to draw out the students' knowledge of the whole problem of bookselling rather than detailed facts that have been presented thru the various lectures.

Of those who showed the greatest knowledge of the subject and interest in it, these should be mentioned: Beatrice Sackett, 170 West 73rd St.; Marcel Blancheteau of Paris; Josiah C. Titzell, 160 West 36th St.; Edna E. Ross, Hasbrouk Heights, N. J.; Charlotte J. Osmond, 115 Washington Place; Robert Hart Lewis, 35 West 32nd St.; Miss E. S. Norris, Shelton Hotel; Ruth James, 115 Washington Place; Mrs. A. C. Van Pelt, 523 West 121st St.; H. C. Ludwig.

The directors of the class found much satisfaction in the general attendance and interest, and found the whole book-trade ready and willing to help in the organization and lecture work. Many at the last session expressed the hope that the National Association of Book Publishers would again undertake to prepare a similar course for next year or one which would supplement the year's work.

A Publishing G. O. M.

THE LONDON *Daily Dispatch* gives an interesting paragraph with heading, "A Publishing G. O. M." This reviews the multifold activities of Major George Haven Putnam on the occasion of his summer visit to London.

North to the Book Center

THE New York book center, which is becoming more firmly entrenched in the district between Forty-Second Street and Fifty-Ninth Street, has received another tenant in the well-known old and rare book business of Ernest Dressell North, which has taken rooms at 587 Fifth Avenue near Forty-Eighth Street, very close to the locations of Scribner's and Brentano's as well as to the rare book dealers along Madison Avenue.

Mr. North was twenty-five years with Scribner's from 1877 on. He left them when they were still in the store near Twenty-Second Street, and he established himself at that famous book center with the address of 18 East Twentieth Street. After a couple of years, he anticipated the northward trend and took quarters at 4 East Thirty-Ninth Street, where he has remained for twenty years. He has specialized in fine books, first editions and all kinds of volumes that the cultured book lover enjoys collecting. He has been a regular contributor to literary periodicals on the subject of rare books and has recently established a very beautifully printed little magazine entitled *The Book Collector's Quarterly*.

Church Book Bulletin

THE Park Avenue Methodist Episcopal Church of Kenosha, Wis., whose pastor, Edward Burns Martin, has taken such an intense interest in the book habits of his congregation and community, has just issued to all members of the church a new *Book Bulletin* under date of May 28th, an 8-page attractively printed pamphlet. Eighty-five different books are described with suggestive notes as to their value—books on the story of the English Bible, books of the Tyndale anniversary, books for the philosophy-minded, new lives of Jesus, biographical and historical books, novels that nourish, poetry and criticism, etc. The church calendar of this date gives many stimulating quotations on book lore, such as the one from Trollope, "This habit of reading, I make bold to tell you, is your pass to the greatest, the purest, and the most perfect pleasure that God has prepared for His creatures—it lasts when all other pleasures fail."

A Half Century of Publishing

Charles Scribner Honored by His University and Friends

FIFTY years ago, Charles Scribner graduated from Princeton University, as his father had done thirty-five years before, and entered the publishing business. Four years later, on the death of his older brother, John Blair Scribner, he became the head of the business, which he has since directed with very great distinction and cumulating success. During these years he has found time to give such continuous and valuable service to his university and also to the general interests of the publishing profession that both have many reasons to do him honor.

At the commencement exercises at Princeton University this week, President Hibben, in happily worded phrases, bestowed on Mr. Scribner the degree of Doctor of Letters

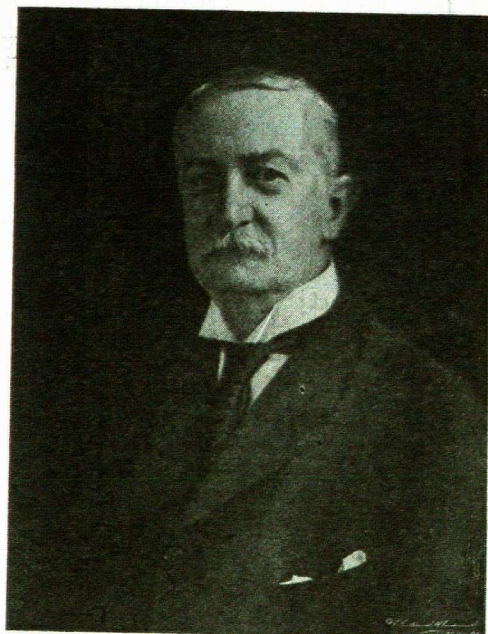
in recognition of his service to the field of letters and to the university.

DOCTOR OF LETTERS—*Charles Scribner of the Class of 1875. The house of Scribner, founded by Charles Scribner of the Class of 1840 and just entering its eightieth year, has been directed for now half a century by the second of his name until its expanding influence has spread wherever our language is read. Including in its purpose true literature, from the graver books of thought to enchanted tales, histories, poems and adventure, it has discovered young authors and given them readers, advanced the fame of older authors and not infrequently has acquired*

and issued writings of rare timeliness and power. It stands today as a symbol for whatever is most courteous, honorable and fruitful of good in American endeavor. In his half century since graduation the head of the house has given

every year to labor and love for Princeton. Intimate in her counsels, alert in stimulating her literary life, old in wisdom and young in spirit, constant in helping her needs, his unobtrusive, bright and kindly influence is part of all the best we have.

Mr. Scribner's contributions to his university have been many, and not the least of these was the establishment of the Princeton University Press which has fully justified the hopes of its founder by the scholarly distinction of its publications and the



CHARLES SCRIBNER, LITT.D.

typographical excellence of its product.

The story of the fifty years' growth of the publishing organization of the House of Scribner is of outstanding significance and deserves to be recorded in detail; it provides one of the best possible examples of a fully developed general publishing business with successful educational and subscription departments, special departments for children's books, religious books, music books, a retail store, two magazines and a printing plant. And all this has been accomplished while still finding time for friendly and cooperative contacts with his fellow publishers is indicated by comment which this occasion has brought out.

From George P. Brett, President of
Macmillan Co.

The bestowal of an honorary degree on Charles Scribner is a fitting tribute to his services to the field of letters and a recognition by a great university of the importance of the function of the publisher. The character of Mr. Scribner's fifty years' service to American publishing makes it equally appropriate for his fellow publishers to do him honor, knowing how much he has done for general publishing progress as well as for the upbuilding of his own great organization.

My own years in publishing have run parallel to his own, and I am therefore especially aware of how readily Mr. Scribner has given of his time for helpful consultation with his fellow publishers as well as generously of his experience and judgment in trade crises. In the extended copyright discussions that led to our Code of 1891 he was constantly active and served as treasurer of the American Publishers' Copyright League; in the organization of the American Publishers' Association to meet disintegrating tendencies in the book-trade he was one of the most active leaders and assumed heavy personal responsibility in the legal suits.

The value of the publishing profession to the community and to the civilization of our age is hardly recognized by the general public at its true worth. The publisher of good books is without doubt a great educational force and thru the influence of these books and in their selection he exercises a great and constantly expanding contribution to the thought of the time. It is therefore gratifying that a great university should recognize the publishing profession by conferring a degree upon one of its most prominent members.

From Frederick A. Stokes, President of
F. A. Stokes Co., Secretary of the
Bureau of Copyright

All members of the fraternity of bookmen, and especially his brother publishers, are applauding Princeton's conferment of the degree of Doctor of Letters upon Charles Scribner. In the world of books no American publisher is held in higher honor than Mr. Scribner, who has now adorned our profession for half a century.

He has always stood for what is highest and finest in publishing standards and has brought new distinction to the name he bears and to the word publisher. It is a privilege to join in paying him honor and in congratulating him on his anniversary.

From John Macrae, President of the National
Association of Book Publishers and of
E. P. Dutton & Co.

Charles Scribner is approaching the fiftieth anniversary of his control of the business of Charles Scribner's Sons. I feel that we must not allow this occasion to pass, without calling the matter to the attention of our fellow publishers.

During these fifty years, the house of Charles Scribner's Sons has advanced to a premier position under the direct leadership of Charles Scribner. I would like to express my appreciation of Mr. Scribner and of the benefits he has conferred upon his fellow publishers by the cleanness of his mind and the integrity of his heart.

Personally, I have known Mr. Scribner for nearly forty years; and during that time I have found it necessary to appeal to him on many occasions for help and support in the matter of general publishing interests. In all of these forty years, I have never appealed to Mr. Scribner in vain. With an understanding of all publishing matters and the highest sense of moral responsibility, both as to his imprint on the title-page of a book and as to his business and personal relations, he measures up to that high standard which is a heritage of the very best traditions in the American business life. No man in the whole publishing field of America is more highly thought of than Charles Scribner; and he has built the position of his house to a point that rivals or excels any of his fellow publishers. I hope that Mr. Scribner will remain with us for many years, to inspire and strengthen the hearts of American publishers to an ever widening influence of books upon the minds and the morals of our people.

Hoping you will publish this letter, or incorporate it in an article which will appear in your valuable trade paper, so that the publishers, the booksellers and the allied trades will not allow the anniversary of Mr. Scribner's fifty years of good service to go unremembered by us all.

Obituary Notes

VANCE THOMPSON

VANCE THOMPSON, author, playwright and diplomat, died suddenly June 5th at Nice, France. Mr. Thompson was sixty-two years old, and was a graduate of Princeton, later going abroad to study. He lived most of his life abroad and was so closely allied with French life that he served as Director de Foyer with the French Army during the war. He was later attached to the American Embassy of Rome, and was known chiefly as a writer of mystery stories laid in an atmosphere of Continental intrigue. However, he was the author of several successful plays and a book on dieting that had quite a vogue entitled "Eat and Grow Thin." Among his books are "French Portraits," 1900; "Diplomatic Mysteries," 1905; "The Ego Book," 1914; "Woman," 1917; "The Pointed Tower," 1922; "The Green Ray," 1923, and "Louisa," 1924.

ARTHUR CHRISTOPHER BENSON

ARTHUR CHRISTOPHER BENSON, poet, biographer, essayist and Master of Magdalene College, Oxford, died in London, June 16th. He was one of the three distinguished sons of the late Archbishop of Canterbury, all of whom were men of letters. They were E. F. Benson, the novelist and the late Mgr. Hugh Benson. Mr. Benson was born sixty-three years ago and after a brilliant career at Eton and King's College, Cambridge, where he took high honors, he became in 1885 Master at Eton, remaining there until he went to Cambridge in 1904. During his period at Eton he became one of its best loved Masters and numbered among his friends and students such figures as Rupert Brooke. From 1904 he remained a Fellow of Magdalene when in 1915 he became Master. He never married and was in many respects the typical English schoolmaster of literary predilections, urbane, witty and a raconteur. He was as prolific as he was varied in his writings which included essays, biographies and poems, in many cases publishing his books anonymously on the ground that then the book received a just valuation from the public. Perhaps his best known volumes were "The Upton

Letters" and "From a College Window" which established a new record for the sale of essays. He took a real interest in the problems of book distribution and gave a constructive address at the opening of the Cambridge Book Exhibit last year which was reprinted in the June 21, 1924, number of the *Publishers' Weekly*. Among his more important books were: "Memoirs of Arthur Hamilton," 1886; "Poems," 1893; "Fasti Etonenses" (a Biographical History of Eton College), 1899; "Life of Archbishop Benson," 1899; "The Upton Letters," 1905; "From a College Window," 1906; "Selections from the Correspondence of Queen Victoria" (edited with Viscount Esher), 1907; numerous volumes of essays; various biographies in the English Men of Letters Series, and "Memories and Friends," 1924.



MADGE JENISON, author of "The Sun-wise Turn, on her recent visit to China and Virginia Smith Cowper. Miss Cowper, retail manager of the Chinese American Publishing Company, Shanghai, has just been appointed literary editor of the Sunday edition of the *China Press*.

Holmes Again Enlarges

AT Oakland, Cal., the Holmes Book Company has moved into its own building at 272-276 Fourteenth Street, which is directly opposite the Hotel Oakland, and is a handsome three-story structure and basement especially built for the business and designed for the display of books. The first Holmes store was established in San Francisco in 1894 by Robert Holmes, and there are three stores now in that city. The present manager of the firm is Harold C. Holmes, son of the founder.

All matters of shelf arrangement, lighting, and ventilation have been made to suit the book business by a firm that has had many years of experience in this field. There are 75,000 books in the new Oakland building, and the stores owned by the company have a total of 500,000 volumes. In Los Angeles, there are four Holmes bookshops.

One of the specialties of the business has been the buying in of large libraries, as well as the purchase and search for out-of-print books in all parts of the world.

NOTICE

The AMERICAN BOOK-TRADE DIRECTORY, which we publish every third year, is constantly used by public libraries and other book hunters for the addresses of dealers in *Specialties*.

In the next edition, now in preparation, we proposed to insert a few pages of small advertisements of book-sellers in the front of the book, a handy place for ready reference. These small ads will be either one or two inches in length. In these cards the advertiser announces his stock specialty or specialties as a guide for those searching for items not easily found.

The cost for these ads will be only \$5. per inch. Your card thus inserted will be in evidence for the next three years. If interested please notify us at once.

The Publishers' Weekly

Changes in Price

CHARLES SCRIBNER'S SONS

Frederic, Harold, "In the Valley," \$2.00 to \$2.50.
Fuller, Caroline M., "Across the Campus," \$1.60 to \$2.00.
Galsworthy, John, "The Little Dream," \$90 to \$1.00.
Harrison, Mrs. Burton, "The Old Fashioned Fairy Book," \$1.65 to \$1.75.
Hornung, E. W., "The Amateur Cracksmen," \$1.75 to \$2.00.
Wharton, Edith, "The House of Mirth," \$2.00 to \$2.50.
Wharton, Edith, "The Custom of the Country," \$2.00 to \$2.50.
Wharton, Edith, "The Fruit of the Tree," \$2.00 to \$2.50.
Wharton, Edith, "The Valley of Decision," \$2.00 to \$2.50.

Periodical Note

J. T. KELLEY, executive editor of the *Farmers' National Magazine*, 26 Jackson Place, Washington, D. C., is starting a useful book department in the *Farmers' Magazine*. This new service will be started in the July issue and he would like to receive notices of suitable books. The magazine wishes to reach especially young people of the farm. It is a magazine devoted to the interests of 2,500,000 members of organized buying and selling farmers cooperative associations.

Personal Notes

BESSIE GRAHAM, is to give a bookselling course at the University of Pennsylvania Summer School for six weeks this summer. The Association of Italian Booksellers recently wrote Miss Graham asking for her programs and plans before starting a school at Milan.

W. R. BARNES of Barnes & Noble, Inc., with Mrs. Barnes, sailed for Europe, June 13th, on the *Conte Rosso*.

MRS. BAYARD TAYLOR, wife of the author and diplomatist who served as American Minister to Germany, celebrated her 96th birthday on June 2.

VACHEL LINDSAY was married on May 19th at Spokane, to Elizabeth Connell, a Mills College graduate and teacher of history in the Spokane High School.

Business Notes

BOSTON, MASS.—B. J. Brimmer & Company, Publishers, are reported to have filed a voluntary petition in bankruptcy. Liabilities above \$50,000.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

A. E., pseud. [George William Russell]

Voices of the stones. 68p. D c. N. Y., Macmillan \$1.50
A new volume of verse by a British mystic poet.

Aitchison, Alison E., and Uttley, Marguerite

Across seven seas to seven continents. 304p. il. maps (pt. col.) D [c.'25] Indianapolis, Bobbs-Merrill \$1.50
A geographical reader for children.

Alabama Federation of Music Clubs

Musical Alabama; comp. by Martha F. Thomas. 180p. il. O '25 Montgomery, Ala., Paragon Press bds. \$1.10

Alden, Raymond Macdonald, ed.

A Shakespeare handbook. 256p. (4p. bibl.) front. (por.) S c. N. Y., F. S. Crofts & Co. \$1.35
For the college student, dealing chiefly with the source material of Shakespeare's plays.

Andrews, Ewart S.

Elementary principles of reinforced concrete construction; a textbook for students, engineers, architects and builders; 3rd rev. ed. 267p. il. D [24] N. Y., Van Nostrand \$3

Ass'n for Research in Nervous and Mental Diseases

Heredity in nervous and mental disease; an investigation. 350p. (bibl.) il. diagrs. O (Ser. of investigations and reports, v. 3) '25 N. Y., P. B. Hoeber \$3.75

Baker, George Pierce, ed.

Plays of the 47 workshop; fourth series. 121p. D [c.'25] N. Y., Brentano's bds. \$1.25
Four plays written for Prof. Baker's course in playwriting at Harvard and produced by the Harvard Dramatic Club.

Bell, Aubrey F. G.

Juan Ginés de Sepúlveda. 120p. S (Hispanic soc. of Amer., Spanish ser., v. IX) '25 N. Y., Oxford \$2

Luis de Leon; a study of the Spanish Renaissance. 394p. il. O '25 N. Y., Oxford \$10

Belloc, Hilaire, i.e. Joseph Hilaire Pierre

The cruise of the Nona. 343p. O c. Bos., Houghton \$4.50
"The story of a cruise from Holyhead to the Wash, with reflections and judgments on life and letters, men and manners."

Beman, Lamar Taney, comp.

Selected articles on capital punishment. 434p. (38p. bibl.) D (Handbk. ser.) '25 N. Y., H. W. Wilson \$2.40

Bennison, Milton

Citizenship; an introduction to social ethics; introd. by David Snedden; rev. and enl. ed. 237p. (2p. bibl.) D '25, c.'17-'25 Yonkers, N. Y., World Bk. Co. \$1.40

Bodilly, R. B.

Interaction between vessels. 132p. diagrs. O [24] N. Y., Van Nostrand \$3.50

Bone, Mrs. Gertrude Helena Dodd

This old man. 131p. front. D '25 [N. Y., Macmillan] bds. \$2.50
An idyll of rural life in England, with its theme the friendship of an old village couple with their young neighbors from the city.

Bower, Frederick Orpen

Plants and man. 377p. il. diagrs. O '25 N. Y., Macmillan \$4.25
A series of essays relating to the botany of ordinary life.

Brock, Lynn

The deductions of Colonel Gore. 316p. map D [c.'25] N. Y., Harper \$2
What seems a perfectly conventional dinner party ends in a mystery of blackmail, drug traffic and murder.

Brousseau, Jean Jacques

Anatole France; a Boswellian record by his secretary; tr. by John Pollock. 356p. front. (por.) O c. Phil., Lippincott bds. \$5
An intimate portrayal of the great French writer at his home at the Villa Said—a record of his conversations on many subjects and little dramatic comedies in which he is the chief actor.

Arnold, John Henry

Citizenship civics in brief for Iowa schools. 53p. il. O '25 Mason City, Ia., Klio Loose Leaf Co. apply

Betty Bronson cross-word puzzles. 31p. D '25

Springfield, Mass., McLoughlin Bros. apply

Burr, Jane, pseud. [Rosalind Mae Guggenheim Punch]

Married men. 274p. D c. N. Y., Frank-Maurice \$2

The story of Janet Silverton whose ambition was to be a great actress.

Carr-Saunders, A. M.

Population. 112p. por. D (World's manuals) '25 N. Y., Oxford \$1

Cecil, Henry, ed.

The fourfold challenge of to-day; being a record of the proceedings of the Sheffield Regional copec conference October 15th, 16th and 17th, 1924; introd. by the Bp. of Manchester. 199p. D '25 N. Y., Longmans \$1.10

Chatterton, Frederick

English architecture at a glance. 64p. il. O c. N. Y., Putnam \$1.75

A simple review in pictures with accompanying notes on the chief periods of English architecture.

Claggett, Ralph P.

Christ in high school life. 205p. D [c. '25] N. Y., Abingdon \$1

To meet the daily devotional need of the high school boy.

Cleverdon, Walter S. L.

The water supply of buildings and rural communities; for engineers, architects, plumbers and property owners. 194p. diagr. D. '25 N. Y., Van Nostrand \$2.50

Coleman, Arthur P.

Humor in the Russian comedy from Catharine to Gogol. 94p. (2p. bibl.) O (Columbia Univ. Slavonic studies, v. II) c. N. Y., Columbia Univ. Press \$2

Collingwood, R. G.

Outlines of a philosophy of art. 104p. D (World's manuals) '25 N. Y., Oxford \$1

Collodi, Carlo, pseud. [Carlo Lorenzini]

Pinocchio; the story of a puppet. 234p. D (Children's favorite ser.) [c. '14] N. Y., Grosset 50 c.

Coolidge, Dane

Lorenzo the magnificent (The riders from Texas). 326p. D [c. '24, '25] N. Y., Dutton \$2

The figure of a Spanish-American grandee dominates this story of pioneer days in New Mexico.

Bryan, Alfred

Pagan love lyrics. 51p. S '25 Los Angeles, Cal., Kingsley Mason & Rogers Co., 334 S. Spring St. apply

Budington, A. F.

Mineral investigations in southeastern Alaska. various p. maps. diagrs. (Dept. of Int., U. S. Geol. survey, bull. 773-B) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. gratis

Burgdorf, Rev. Aug.

Dispelling the spiritual gloom in South American forests and pampas. 88p. il. D (Men and missions, II) '25 St. Louis, Mo., Concordia Pub. House pap. 30 c.

California. Dept. of Public Works. Division of Engineering and Irrigation

Letter of transmittal and report of W. F. McClure, state engineer, concerning the Owens Valley-

Colvin, Sir Sidney

John Keats; his life and poetry, his friends, critics, and after-fame [new ed.]. 622p. (bibl. footnotes) il. (col. front.) O '25 N. Y., Scribner \$7.50

Cornyn, John Hubert

Cuentos Mejicanos. 243p. il. D (American Spanish ser.) [c. '25] Richmond, Va., Johnson Pub. Co. \$1.28

Craig, David R., and Charters, W. W.

Personal leadership in industry. 245p. D '25 N. Y., McGraw-Hill \$2.50

Cross, George

Christian salvation; a modern interpretation. 264p. D [c. '25] Chic., Univ. of Chic. Press \$2.50

Dakin, Wilson S.

Great rivers of the world; a story of their service to man. 211p. (5p. bibl.) il. maps D c. N. Y., Macmillan 96 c.

Dartmouth verse, 1925; introd. by Robert Frost. 69p. S (The arts anthology) c. Portland, Me., Mosher Press bds. \$1.75

Davis, Roy, and Lingham, Clarence H.

Business letter-writing. 317p. D [c. '25] Bost., Ginn \$1.40

Based upon the latter half of the author's "Business English and Correspondence," with various additions and modifications.

Davis, William Stearns

A friend of Caesar; a tale of the fall of the Roman republic; time, 50-47 B.C. 511p. il. D '25 c. '00 N. Y., Macmillan \$2.50

Deam, Charles Clemons

Shrubs of Indiana. 351p. (bibl. footnotes) il. map. diagrs. Q (Indiana state dept. of conservation, pub'n no. 44) '24 Indianapolis, W. B. Burford \$1.75

De Lano, Ralph Benjamin

Applied electricity. 217p. il. diagrs. D '24 c. N. Y., Heath \$1.28

Deliz, Monserrate

Cantos para ninos. 95p. il. O (Heath's modern lang. ser.) [c. '24, '25] N. Y., Heath 80 c.

Dickinson, Thomas H.

Playwrights of the new American theater. 337p. D c. N. Y., Macmillan \$2.50

A review of practically all the contributors to the American theater since 1900, with special chapters on Percy MacKaye and Eugene O'Neill, and a section, also, on the new form of the drama.

Los Angeles controversy. 101p. O '25 Sacramento, Cal., St. Pr. Off. apply

Couse, Howard Ambrose

Forms and precedents for conveyancing and business transactions adapted to the laws of Ohio; 2nd ed. 164pp. Q '25 Cincinnati, O., W. H. Anderson apply

Delpit, Louise

Paris-théâtre contemporain: rôle prépondérant des scènes d'avant garde depuis trente ans. 136p. (2p. bibl.) O (Smith College studies in modern languages, v. 6, nos. 1 & 2) '25 Northampton, Mass., Smith College, Dept. of Modern Languages pap. apply

Dept. of Commerce. Bureau of Foreign and Domestic Commerce

Statistical abstract of the United States, 1923. 903p. O '24 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 85 c.

Dixon, Thomas

The love complex. 287p. D c. N. Y., Live-
right. \$2

Swept off her feet by a romantic stranger on the
eve of her marriage to another man, Donna Sher-
wood finally realizes that there is no such thing as
love at first sight.

Dodd, Edwin Marvin

Success trails. 142p. D c. Bost., Stratford
\$1.50

The basic principles of success—in health building,
in personality culture, in social and economic im-
provement and in intellectual development.

Eastman, Max

Since Lenin died. 158p. (bibl. footnotes) D
[c.'25] N. Y., Liveright \$1.50

A communist who has just returned from Russia
reveals the state of affairs there, which has arisen
since the death of Lenin and the displacement of
Trotsky.

Fay, Mrs. Eliza

Original letters from India (1779-1815);
notes by E. M. Forster. 307p. O [c.'25] N. Y.,
Harcourt \$3.50

A book originally published in India, describing
experiences in Egypt and India in the last half of
the eighteenth century, really an autobiography of
the author.

Fernandez, Leandro H.

Philippine history stories; the story of our
country for young readers. 176p. il. D [c.'25]
Yonkers, N. Y., World Bk. Co. 88 c.

Fitzmaurice-Kelly, James

Spanish bibliography. 390p. S (Hispanic
soc. of Amer., bibl. ser. II) '25 N. Y., Oxford
\$5

Gerhardt, William

The polyglots. 375p. D c. N. Y., Duffield
\$2.50

The amatory reactions of a young man in a
cosmopolitan group of after-the-war sojourners in Man-
churia. By the author of "Futility."

Goldman, Raymond Leslie

Stay young. 217p. il. D c. N. Y., Mac-
millan \$2

A book for the worried people, the fat people, the
thin people, the "ailing" people—for those who are
old, not in years, but in body and mind.

Gras, Norman Scott Brien

A history of agriculture in Europe and
America. 471p. (bibl. notes) O c. N. Y., F. S.
Crofts & Co. \$3.50

The author is professor of economic history in the
University of Minnesota.

Greaves, Richard H., and Wrighton, Harold

Practical microscopical metallography. 135p.
il. O [c.'24] N. Y., Van Nostrand \$5

Haight, Elizabeth Hazelton

Horace and his art of enjoyment. 283p. O
[c.'25] N. Y., Dutton \$3

An exhaustive study of the Roman poet by a pro-
fessor of Latin, Vassar College.

Hanzsche, William Thomson

The great themes of Jesus. 159p. D [c.'25]
N. Y., Revell \$1.25

The author is pastor of a Presbyterian church in
Trenton.

Harrower, Henry Robert

A manual of pluriglandular therapy. 288p.
T [c.'24] Glendale, Cal., Harrower Labora-
tory \$1

Hayward, Charles H.

English furniture at a glance. 127p. il. O
c. N. Y., Putnam \$2.50

A review in pictures and text of the origin and
evolution of furniture from the sixteenth to the
eighteenth centuries.

Henderson, Junius

Geology in its relation to landscape. 159p.
il. diags. O c. Bost., Stratford \$2.50

A non-technical introduction to geology by a pro-
fessor of natural history in the University of Colo-
rado.

Hitchcock, Dr. A. S.

Methods of descriptive systematic botany.
223p. O '25 N. Y., Wiley \$2.50

Holmes, E. Marie

Sowing seed in Assam; introd. by Helen
Barrett Montgomery. 195p. il. D [c.'25]
N. Y., Revell \$1.50

Missionary life and labors in northeast India.

Hughes, Hatcher

Ruint; a folk comedy in four acts. 214p.
front. D (Harper's modern plays) c. N. Y.,
Harper bds. \$1.50

A play first produced in New York in April of
this year.

Hull, Edith M.

The sons of the sheik. 360p. D [c.'25]
Bost., Small, Maynard \$2

A sequel to "The Sheik," with the same setting in
northern Africa.

Felton, Ralph A.

A Christian in the countryside. 134p. S (Rural
life ser.) [c.'25] N. Y., Methodist Bk. Concern
pap. 50 c.

Fitch, Bertha E.

Lyrics of L. A. hinterlands and lakes; Bear Val-
ley ed. 15p. il. O '25 Los Angeles, Cal., Franklin
Press pap. apply

Gray, Joseph Alexander

A digest of all the reported cases decided by the
Supreme court of errors and the Superior court of
the state of Conn. as well as the U. S. courts in the
District of Conn., from Kirby to v. 99, Conn. re-

ports inclusive. various p. O '25 N. Y., Baker,
Voorhis apply

Growth of works councils in the U. S., The; a
statistical summary. 20p. O (Special report no. 32)
'25 N. Y., Natl. Industrial Conference Bd. apply

Hanley, Elizabeth Hines

Stunts of fun and fancy. 36p. D c.'25 N. Y.,
S. French pap. 50 c.

Hulley, Lincoln

St. Anne and the children's hour; or, Mother's
little goose [versel]. 32p. D '25 DeLand, Fla.,
E. O. Painter Pr. Co. apply

Hummel, George F.

A good man. 317p. D c. N. Y., Live-right \$2
A satirical portrait of what appears to the world to be "a good man."

Imms, Augustus Daniel

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Edited by Frederick M. Hopkins



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THE manuscripts of Oscar Fay Adams, Boston author and lecturer, were recently given to the Boston Public Library

by his executor, Miss Abbie Farwell Brown.

A CATALOG of autographs and historical documents, an 8vo of 40 pages, comes from Thomas F. Madigan, 43 West 49th Street, and contains material of extraordinary interest. Collectors of autographs cannot afford to miss these catalogs of Mr. Madigan.

THE current catalog of Robson & Co., of London, includes rare books, manuscripts, autograph letters and original drawings; and we notice a "superb tall copy" of Walton's "Angler," the rare first edition, among these literary treasures.

THE Tuttle Company, Rutland, Vt., announce the forthcoming publication of "Anthony Haswell, Patriot, Printer and Poet," in a worthy format limited to 300 copies. Haswell was the famous printer poet of Bennington, whose imprints have long commanded the interest and attention of collectors.

WILLIAM EDWIN RUDGE appears as publisher and printer of a beautiful little book entitled "The Lure of London," by the Rev. Dr. S. Parkes Cadman, president of the Church Confederation of America. It makes a fine specimen of typography that is an addition to any collection.

THE current catalog of Charles W. Sawyer, Ltd., of London is devoted to coaching books, colored plate books, Cruikshankiana, private press publications and sporting books. One group "The Peoples Books" the famous Huth collection of Chap-books and Garlands, greatly augmented. It includes 1,430 pieces, published between 1698 and 1840, mostly with crude woodcuts, bound in fifty volumes. This is said to be the largest collection of chap-books ever offered for sale.

THE current issue of the Caxton Head Catalog issued by James Tregaskis of London, is devoted to English books prior to 1640 and to rare works of English literature of a later date. It contains some surprisingly rare items and these are described with interesting notes. Many of these books come from the Heber, Huth, Christie-Miller, and other famous libraries, and there are especially noteworthy editions of George Wither, Thomas Fuller, Samuel Johnson, Oliver Goldsmith, Andrew Lang, Milton, Shakespeare, Shirley and Waller.

THE auction season is still in full swing in London, where many Americans are attending and making bidding lively. An important sale of a long list of important consignors will be held at Sotheby's June 29, 30, and July 1. The 789 lots include rare books, illuminated and other manuscripts, autograph letters, historical documents, drawings, relics and other literary material. There are first editions of Ainsworth, Dickens, Jefferies, Surtees, sporting books, books with colored plates, publications of the Kelmscott Press, original drawings by Thackeray, a choice collection of books on angling, works on ornithology, books once owned by Napoleon, association books, rare items of early English literature, French illustrated books of the eighteenth century, Americana and a select portion of the Schlesinger collection of musical manuscripts.

RARE Americana, a first selection from a large and interesting collection, will be sold by Charles F. Heartman, at Metuchen, N. J., June 23. This portion includes almanacs, books and pamphlets relating to the Revolutionary War, the North American Indians, California, New England, the Early West, the French and Indian War, the Mexican War, and General Washington. Among the rarer items is John Nicholl's "An Houre Glass of Indian Newes, or, A true and tragicall discourse, showing the most lamentable miseries and distressed calamities indured by 67 Englishmen, which were sent for a supply to the planting in Guiana in the years 1605," small 4to, morocco by Bedford, London, 1607. This extremely rare volume is printed in black letter and is reported to be in remarkably fine crisp condition. A copy, apparently less desirable, sold in 1917 for \$1,100.

TRIBUTE was paid to the "greatest Londoner, Charles Dickens," on the fifty-fifth anniversary of his death, by the dedication of the house at 48 Doughty Street, where a host of immortal Dickens characters were born. Lord Birkenhead, in a speech opening the house in the name of the Dickens Fellowship as a memorial to the "greatest man who ever has written fiction about London," delivered from the

balcony of the little house to a large crowd, among them many Americans, said that altho Dickens left a condition in his will that there be no monument to his memory, he felt sure that Dickens did not mean such a memorial as this house. Dickens wished to be remembered only by his books, he said, and the house would be a shrine to which lovers of Dickens in all parts of the world could come and pay homage to the man whose works had gained steadily in the public taste.

PROFESSOR W. H. VANN of Baylor University, Bolton, Texas, has issued an annotated bibliography of the writings of James Howell (1503-1600) containing some fifty titles. His master work, "Epistola Ho Elianae" was first issued in 1645 by Humphrey Mosley. A second edition appeared in 1647, a third in 1655, and so on until 1907, when a fifteenth edition was brought out in this country by Houghton Mifflin Company, in a handsome limited edition of four volumes. Professor Vann takes as his text a passage from one of Thackeray's "Roundabout Papers": "Montaigne and Howell's "Letters" are my bedside books. If I wake at night I have one or other to prattle me to sleep again. They talk about themselves forever and do not weary me. I like to hear them tell their stories over and over again. I read them in the dozy hours and only half remember them. . . I love, I say, and scarcely ever tire of hearing, the artless prattle of these two dear old friends, the Perigourdin gentleman and the priggish little clerk of King Charles Council."

IN the heart of New York's real Bohemia, on the top floor of the Webster Library, Seventy-eighth Street and Avenue A, is a special library which has been described as possessing more points of interest than any other special library in New York. It represents not only all that books can bring, but it is also a monument to the patriotism of a people. The Czech library, which the librarians at Webster have set themselves to catalog this summer, is the largest Czech collection outside of Czechoslovakia. It has a few volumes,

survivals of a Bohemia which existed before 1620, when Austrian conquerors prohibited publications in the Czech tongue, burned every Czech book that they could lay their hands upon and sought to abolish the language by visiting drastic punishment upon those who spoke it. But these books which make up the Czech collection, 10,000 volumes and 5,000 titles, represent only about seventy-five years of the written language. It was not until 1848, when the European revolution brought some measure of freedom, that it was possible for even the boldest patriot to publish a paper in the Czech language.

Auction Calendar

Tuesday morning, June 23rd, at 10:45. Rare Americana. (No. 179; Items 203.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

Catalogs Received

- Americana. (No. 10; Items 569.) Ernest W. Stevens, Cannington, Bridgwater, England.
- Americana, art, philosophy, anthropology, folklore, occultism, etc. (No. 5; Items 920.) Dauber & Pine, Inc., 83 Fourth Avenue, New York City.
- Bibliography, typography. (No. 513; Items 379.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
- Books illustrating the social life of the past. (No. 904; Items 458.) James Tregaskis, 66, Great Russell St., London, W. C. 1, England.
- Books on Mexico in general. (No. 124.) A. M. Blake, Mexico City, Mexico.
- Böcker Tidskrifters Samlingsverk. (No. 199; Items 1004.) Björck & Börjesson, Drottninggatan 62, Stockholm, Sweden.
- First editions of noted authors, association copies, scarce colored plate and sporting works, Kelmscott, Doves and modern presses, etc. (Items 685.) John & Edward Bumpus, Ltd., 350 Oxford St., London, W. 1, England.
- Linnæana. (No. 200; Items 705.) Björck & Börjesson, 62 Drottninggatan, Stockholm, Sweden.
- Musical works, old, rare and interesting. (No. 58.) Harold Reeves, 210 Shaftesbury Ave., London, W. C. 2, England.
- Rare books in English literature of the eighteenth century and earlier, including important collection on life and writings of Samuel Johnson. (No. 111; Items 904.) Frank E. Bastian, 76, Shooters Hill Road, Blackheath, London, England.
- Science and technology. (No. 795, Part 6; Items 2726.) Henry Sotheran & Co., 140, Strand, W. C. 2, London, England.
- Technical and scientific books. (Dept. No. 7.) W. & G. Foyle, Ltd., 121, Charing Cross Road, London, W. C. 2, England.
- Art, biography, history, travel, Civil War, belles lettres, etc. (No. 20. Hochschild, Kohn & Co., Baltimore, Md.
- Orientalia Neuerscheinungen und Neuerwerbungen. (No. 30; Items 377.) Heinz Lafaire K.-G., Rathenauplatz 5, Hannover, Prussia.
- Second-hand and new books in English literature, poetry, drama and criticism, with a few standard foreign works and a collection of autographs of literary interest. (No. 124; Items 795.) Dulau & Co., Ltd., 34, Margaret St., Oxford Circus, London, W. 1, England.
- Sprachen des Orients. (No. 20; Items 871.) Heinz Lafaire K.-G., Rathenauplatz 5, Hannover, Prussia.

Issued Every Saturday

The Publishers' Weekly

62 West 45th St., New York

R. R. BOWKER CO., PUBLISHERS

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The Weekly Book Exchange

Books Wanted and Books For Sale

Under Books Wanted (for the trade only) and Books for Sale, subscribers are charged 15c a line (no charge for address); all other classified ads. 20c for each line; double headed, 40c a line. Bills for this service will be rendered monthly. Advertisers with whom there is no account must pay in advance.

Write your wants plainly, on one side of the sheet only. Illegible lists are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors.

Objectionable books are excluded, as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit.

While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**A TESTIMONIAL**

Editor, *Publishers' Weekly*:

OUT of 31 replies received already from my little Books Wanted 9-line ad in May 30th issue, two days after receiving the magazine itself, I have sent cash orders to seven booksellers which will net me on a **WHOLESALE** basis over \$79.00 profit. The ad was keyed, otherwise replies may have been doubled, for all I know. It cost me only \$1.80, so I am going to "put out" some more silver in this way—in quest of gold, as it were. "K. E."

William Abbott, Tarrytown, N. Y.

Battle of Pell's Point.
 Crisis of the Revolution.

Adair's Bk. Store, 243 Hennepin Ave., Minneapolis
 International Ency, either cloth or half leather.
 Volume 7 of the Books of Knowledge, ¼ morocco.

Aladdin Bk. & Brass Shop, 205 Trumbull St.,
 Hartford, Conn.
 Review Copies Latest Fiction.

Aldine Book Shop, 1803 Sansom St., Philadelphia
 Satisfied at Last, Sindell, pub. Reid Pub. Co., Bost.
 Gold & Iron, Hergesheimer, 1st ed.

America-South-of-U.S., 62 45th St., New York
 Humboldt, Narrative of Travels in America, 1799-
 1804, 3 vols., Macmillan, 1912.
 Richard Schomburgk, Travels in British Guiana,
 1840-44, 2 vols., Walter E. Roth, editor.

Amer. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.
 Life of St. Paul, Bacon.
 Baptist Church Perpetuity, W. A. Jarrel.
 Emphatic Diaglott, Benj. Wilson.
 Encyclopedia by J. Newton Brown.
 Hudson Taylor and The China Inland Mission, Dr.
 and Mrs. Howard.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.
 Yale Chronicles, 50 vols., 1st printing.

W. H. Andre—Continued

Hamilton Wright Mabie, Macmillan, 10 vols, auto-graphed ed.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Beach's B'kshop, 418 N. Meridian, Indianapolis, Ind.

Moon Metal, G. Serviss.

Darkness & Dawn, George A. England.

Beaumont's Bk. Shop, 16 N. 12th Blvd., St. Louis

Anything on Safety Appliances for Electric Elevators.

Calculus of Variations, Lewis B. Carll.

Used books on Freemasonry, prices reasonable.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.

Peterson, Banking, Sampler's Code.

Western Union, Lieber 5-Letter Codes.

Any American-Foreign Language Code.

Benziger Bros., 36 Barclay St., New York

Gibson, Lives of Saints, 3 vols.

Ronville, Back to Holy Church.

Vassall Philipps, Mustard Tree.

Ward, Searchlights of Eternity.

A. F. Bird, 22, Bedford St., London, W.C.2, Eng.

John Boyle O'Reilly, Complete Poems.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio

Medieval Hymns, Neal.

Stray Birds, Tagore, Macmillan, not combined with

Thought Relics.

Honeysuckle, D'Armunzio.

The Politician, Daniela Cortes.

The Bookshop, 83 South St., Morristown, N. J.

Religion of the Future, Charles Eliot, Stokes, 1909.

Book Shop, 716 Church St., Nashville, Tenn.

Black Wolf Breed, Harris Dickson.

Patience of John Moreland, Mary Dillon.

Captain Courtesy, E. C. Carpenter.

Casa Grande, C. D. Stuart.

The Promotion, John M. Dean.

The Scarlet Shadow, Walter Hurt.

Old Gorgon Graham, H. L. Larimer.

Bookman, 1108 Grand Ave., Kansas City, Mo.

Correll, Life Everlasting, 1st ed.

BOOKS WANTED—Continued**Bookman—Continued**

Murray, Rise of Greek Epic, Oxford, 1911.
 Villon, Poems, limited ed., Boni & Liveright.
 Petronius, Satyrcon, limited ed., Boni & Liveright.
 Byron, The Castaway.
 Locke, Three Modern Wise Men.
 Benson, Silent Isl.
 Harnack, Mission & Expansion of Christianity.
 Huxley, Those Barren Leaves, limited ed.
 Bramah, Kai Lung's Golden Hours, limited ed.
 Maugham, Painted Veil, limited ed.
 Casella, Evolution of Music.
 Hemingway, Three Stories & Ten Poems; In Our Time, 3, Mountain Press, Paris.
 Ouida, Pascarrell.
 Ouida, Ariadne.
 Garcaín, Art of Worldly Wisdom.
 Chambers, Book of Days.
 Anderson, Fairy Tales, Constable, illus by H. Robinson.
 Lijencrantz, Thrall of Lief the Lucky.
 Mabie, Great World.
 Rowland, Sea Scamps.
 Friar Rush, Tales.
 Ambercomtie, Marriage Customs of Mordivans.
 Amberley, Analysis of Religious Belief.
 Adams, Patent Medicine.
 Lover's Yearbook, pub. Crowell.

The Bookshop, 212 W. 3rd St., Davenport, Ia.
 The Life of Wild Bill Hickok, author and publisher unknown, boy's book.
 The Archko Volume—or the Archeological Writings of the Sanhedrins and the Talmedo of the Jews, trans. by Drs. McIntosh and Tuyenan.

Brentano's, 218 S. Wabash Ave., Chicago
 Midwinter, Buchan, pub. Doran.
 West in Dip. of Am. Rev., Philips.
 Prussia & the U. S., Schrader.
 The Observer, Hearn.
 Roosevelt & the Republic, Bennett.
 Lincoln's First Love, Wright.
 What Eng. Can Teach About Gardening, Miller.
 Portland Cement, Meade, Chem. Pub. Co.
 His Will, C. M. & M. J. Ellinwood.
 Front Yard, etc., Woolson.
 Life Chas. Eliot, C. W. Eliot.
 Young Low, Dorsey, pub. Doran.
 Hist. of San Francisco Mining Exchange.
 The Christ Myth, pub. Open Court.
 Life D. Rittenhouse, Barton.
 Hypnotism & Psychotherapy, Forel.
 Mosaic Institutions, Moorehead.
 Satan Sanderson, pub. Bobbs-Merrill.
 Benefits Forgot, Balestier.
 Handbook of New England, Sargents, last ed.
 Contact, Francis Hart, pub. D. P. & Co.

Brentano's, 1 W. 47th St., New York
 War in Nicaragua, William Walker.
 Nana, 2 vols., Lutetian Society ed.; Le Terre, 2 vols., Lutetian Society ed., Emile Zola.
 Americanization of Edward Bok, 1st ed.
 When We Were Young, Milne, 1st ed.
 Whittaker's Dukedom, Jepson, Edgar.

Brentano's, F & 12th Sts., Washington, D. C.
 Stiles, Four Years Under Marse Robert.
 Craven, Prison Life of Jeff. Davis.
 Carl, With the Empress Dowager.

Brick Row Bk. Shop, 104 High St., New Haven, Ct.
 A Child's Primer of Natural History, Oliver Herford.
 Sappho, Carman.
 Fashion, Anna Cora Mowatt, a play.
 We of the Never Never, Mrs. Gunn.
 Life Gladstone, Morley, 3 vols.
 The Knowsley Menagerie, E. S. Lear.

Brick Row Book Shop, 19 E. 47th St., New York
 Bullen, Cruise of Cachelot, 1st ed.
 Chatterton, Ship Models, Studio, 1923.
 Dimock, Florida Enchantments, 1st ed.
 Hewlett, Forest Lovers, 1st ed.
 Irving, H. B., Life of Judge (Bloody) Jeffries, Studies in French Criminals of the 19th Century.
 Shaw, Great Fight; Art of Rehearsal, 1st eds.
 Strassbourg, Gottfried v., Tristan & Iseult, trans. by J. Weston.

Brick Row Bk. Shop, N. Y.—Continued

Westcott, David Harum, 1st issue, 1898.

Bridgman & Lyman, 108 Main, Northampton, Mass.
 The Little Dauphin, Welch.
 Your Money or Your Life, Thomas.
 Moors in Spain, Lane Poole.
 Spain Under Roman Empire, Bauchier.
 Pueller, Primitive Saints in Era of Rome.
 Inge, Christian Mysticism.
 Hume, Spanish People.

Brookline, Mass., Public Library

Du Bois, Beckonings from Little Hands.

Brooklyn Mus. Lib., Eastern Parkway, Brooklyn
 Nature Magazine, vol. 4, no. 2.

Brown Bk. Shop, 623 State St., Madison, Wis.

Sappho, Poems, Wharton's translation.
 Bigelow, On Wills, Little, Brown.

Bryant Book Shop, 72 W. 48th St., New York
 The Call of the Blood, Hichens, any ed.
 Collected Poems, James Elroy Flecker.

Burrows Bros. Co., 633 Euclid Ave., Cleveland
 Tarbell's Teacher Guide for 1924.

Campion & Co., 126 S. 16th St., Philadelphia
 How to Study Shakespeare, Fleming.
 Makers of Modern Rome, Olliphant.
 Lover's Works, 10 vols., Little, Brown.
 History in Fiction.

Arthur B. Carlson, 25 W. 42nd St., New York
 Godey's Lady Books, single nos., bound vols. or loose colored fashion prints, can use several thousand prints at once.
 Books pub. before 1800 containing colored flower pictures.
 Valentine's Manuals 1849 to 1866, complete copies only.

Carson Pirie Scott & Co., Bk. Dept., Chicago
 Red Saunders Pets and Other Critters.

Hoyt Case, 21 E. 61st St., New York
 Wanted in Fine Condition Only, First Editions of the following: Sherwood Anderson, Beerbohm, Cabell, Conrad; American Editions Harte, "M'Liss," E. M. Forster, Galsworthy, "Sinjohn Items," Hawthorn "Scarlet Letter," James Joyce, Kipling "American Editions," Poe, James Stephens, Twain.
 McFee, Letters from an Ocean Tramp, Aliens, first American.
 Thoreau, Walden, first issue.
 France, The Reine Pedauque, Pape ills.
 Dreiser, Sister Carrie.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
 Ross, Culture and Vocal Expression.
 Grove, Dictionary of Music.
 American Architect, Oct. 16, 1918.
 Bowland, Applied Electricity.
 Hoyt, Partnership Corporation Insurance.

Celebrated Authors Society, 723 7th Ave., New York
 Laura Jean Libbey and Maurice LeBlanc Stories.

George M. Chandler, 75 E. Van Buren St., Chicago
 Allan, Jackson's Valley Campaign.
 Battles & Leaders of the Civil War, 4 vols.
 Davis, Rise & Fall of Confederacy, 2 vols.
 Jones, J. W., Life & Letters of Lee; Personal Reminiscences of Lee.
 Lee's Private Despatches to Davis.
 Lee, Recollections & Letters of R. E. Lee.
 Lee, Fitzhugh, Life of Gen. Lee.
 Long, A. L., Memoirs of R. E. Lee.
 Misrow, Gothic History of Jordanes.
 Peeke, Americana Ebrietatis 1917.
 Story, Graffiti D'Italia.
 Story, He & She.
 Shakespeare, Cambridge ed., 9 vols., Macm., 1894.
 Aristotles Ethics, trans. by Welldon.

W. G. Chapman, 118 N. La Salle St., Chicago
 Husmann, Grape Growing and Wine Making.

Chic. Medical Bk. Co., Congress & Honore, Chicago
 Drake, Systematic Treatise of the Principal Diseases of the Interior Valley of North America, series 1, 1850.

BOOKS WANTED—Continued

Chic. Medical Bk. Co.—Continued

Osler, An Alabama Student.
Always on the market for out of print medical books.
A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.
Hunt's Merchants Mag., vols. 38 to end.
Flute, any books wholly or in part on, Mss., A. L.
S. of flute players, portraits, etc.
Lawson, High Cost of Living.
Beegle & Crawford, Community Drama & Pageantry.
Simms, The Kinsman; Pelayo; Count Julian, 1st eds.
Bacon's Table Talk.
Seelye, Story of Columbus.
Coulter & Chamberlain, Morphology of Angiosperms.
Owen, Primer of Nursery Rhyme and Tale.
Brown, Primer, Child World.
Smith, Circles Book.
Mabie, Legends Every Child Should Know.
Grover, Sunbonnet Babies in Holland.
Thayer, Ethics of Success, book 1.
Schuyler, J. Philip, Life & Times, by Lossing, 2 vols.
Bylor, Bench and Bar.
Browne, Short Stories of Great Lawyers.
Mills, Mounds and Village Sites—Ohio.
MacLay, J. L. of Survey of West Branch.
Maynard, Hist. J. L. of West Branch.
McDonnold, Cumberland Presbyterian Church.
Thoburn, Standard Hist. of Okla., 5 vols.
Cole Bk. & Art Co., 123 Whitehall St., Atlanta, Ga.
Seekers After God, Farrar, Macmillan.

Colesworthy's Book Store, 66 Cornhill, Boston

Mother Shipton.
Luce, Seamanship.
Kedge, Anchor.
Jordan, American Men of Science.
100 Points of Character.

Colonial Society, Box 343, Richmond, Va. [Cash]

Brown, Genesis of U. S., 2 sets.
Byrd, Col. William, all eds.
Campbell, Lives Chancellors and Justices.
De Leon, Belles and Beaux.
Fithian's Journal.
Little's History of Richmond, pamphlet.
Little Journeys, 1st autographed ed.
Robie, Art of Love.
Wheeler's North Carolina.

Columbia University, Library, New York

Dewey, John, Ethical Principles Underlying Education, Chicago Univ. Press, 1909.
Perla, Leo, What Is National Honor, Macm., 1918.
Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
Hurd's History Otsego County, N. Y.
Nordinskjold, Cliff Dwellers Mesa Verde, trans. Morgan, Chicago, 1893.
Maeterlinck's Inner Beauty.
Gannett's Blessed Be Drudgery.
Porter's Messages of Apocalyptic Writers, Scribner.
Packard's, W., White Mountain Trails.
Wells, When the Sleeper Wakes.
Burnham's Miss Baggs Secretary, H. M. & Co.
Mulliken's, S. P., Method Identification Pure Organic Compounds, vol. 3, Wiley.
English Catalogue Books, 1922, Bowker.
Bazin, Rene, Coming Harvest, Scribner.
Cynthia's, Chauffeur.
Psalms, vol. 3, Red ed., Expositor's Bible.

T. O. Cramer's Bk. Store, 1321 Grand Ave., Kansas City, Mo.

Jewels of Masonic Oratory, Myler.
United States Catalog, late ed.
Gody's Lady Book, at reasonable prices.
Crist Book Shop, 381 Wabasha St., St. Paul, Minn.
Eager, History of Orange County, New York.
Bolton, R., History of Westchester County, New York.
Ward, Records of Big Game.

Jeremiah F. Cullen, 26 N. Ninth St., Philadelphia
Ditmars, Reptiles.
Anti-Vaccination, anything.
Quote anything on Old Violins.
Witchery of Archery.
Capt. Chas. Kings Books.
Maystery of the Sea, by B. Stoker.

J. F. Cullen—Continued

Elements of Yacht Design.
Hist. Chester Co., Furthy & Cope.
Dumas, set, quote ed. and no. of vols., any.
Batchley Coleoptera of Indiana (insects).
Archery, anything.
Molly Maguires, Pinkerton or Dewees.
Tomb, Philip, 30 Years a Trapper.
Walt Whitman, first edition Leaves of Grass.
Silhouettes, anything.
Herculaneum et Pompei, set.
Pennells, anything.
Paine, R. D., Lost Ships and Lonely Seas.

Dauber & Pine, 83 Fourth Ave., New York

Brick, The Way of the Wood.
Evans, St. Elmo, 1st ed.
Goode, The Virginia Cousins.
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the classes. Prompt cash for all items ordered.

Denver Dry Goods Co., Bk. Dept., Denver, Colo.
Lewis, Faro Nell; That Masterson.

Detroit Bk. Shop, 1087 E. Jefferson, Detroit, Mich.

Tolstoi's Works in small flexible binding at the right figure.
Jean Christophe, Romain Rolland.
Ben Hur, by Lew Wallace, Garfield edition, 2 vol., Harper.

Detroit (Mich.) Public Library

Trotsky, History of the Russian Revolution.

DeWolfe & Fiske Co., 2 Park St., Boston

Sirenica, Leith.
Across Siberia Alone, Mrs. J. C. Lee.
Letters to a Young Lady, Childs.
Abigail of the Pines, Knight.
Nooks and Corners of New England Coast, Drake.
George 3rd and Am. Revolution, Mumby.
How the War Came, Loreburn.
A New England Childhood, Fuller.
Peasant Art in Italy.
Woman's Work in English Fiction, Whitmore.
English Novel, Lanier.
Romantic Germany, Schaeffer.
Literary Studies, Bagehot.
Spiritual Ascent of Man, Jones.
Studies in Gardening, Brock.
Sunshine & Shadow in Spain.
Capture of a Locomotive in Civil War, Pittenger.
Adventures of Mr. Obadiah Oldbuck.
Sailing Sunny Seas, Wilcox.
Lady of Leisure, Sidgwick.
Startling Facts in Modern Spiritualism, Wolfe.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York

How Money is Made in Security Investments, Hall.
Rate of Interest, by Fisher.
Police Power, Public Policy and Constitutional Rights, Ernst Freund.
Management Handbook, by Alford.
Aids in Selecting Salesmen, W. D. Scott.
Patten, Premises of Political Economy.
Ely, The Law of Social Service.
Ely, The Coming City.
Thomas Mun, England's Treasure by Foreign Trade (MacMillan Classics, ed. by W. J. Ashley).
Turgot, Reflections on the Formation and Distribution of Riches.
Jevons, The Coal Question.

Doubleday, Page Bk. Shop, 920 Grand Ave., Kansas City, Mo.

Ree, He Fell in Love With His Wife.
Beck, 9th Vibration.
Harry Butters, An American Citizen, Life and War Letters, ed. Mrs. Dennis O'Sullivan.

James F. Drake, 14 West 40th St., New York

Adams, Degradation of Democratic Doctrine, 1st ed.
Adams, Letters to Teachers, 1st ed.
Burnett, Edith's Burglar, 1st ed.
Maugham, Painted Veil, 1st ed., Auto.
Taylor, Medieval Mind.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Hegur, Vegetative Neurology.
Adler, Organic Inferiority.

BOOKS WANTED—Continued**Chas. H. Dressel—Continued**

Volume or volumes on the Nervous System in Bill-
ing's Modern Medicine.
Sand and Big Jack Small.

E. P. Dutton & Co., 68 1/2 Fifth Ave., New York
Austin, Emma, vols one and two, 1898 edition, small
green edition.
Austin, Sense and Sensibility, vol. two, 1898 edition,
small green edition.
Austin, Pride and Prejudice, vol. one, 1898 edition,
small green edition.
Anstey, F., Tourmaline Time Checks.
Americans Not Jews, printed about 1700.
Benson, Up and Down.
Berry, Practical Child Training.
Barber, Historical Collection, Mass., 1839.
Churchman, Heavenly Hours.
Collection of the New Hampshire Historical Society,
volumes 1 and 3, 1824 and 1832.
Foster, Colonial Capitals of the Dominions of the
Virginians.
Gilman, W., Music of Tomorrow, Phases of Modern
Music.
Garden of Roses.
Huntington, Collection of Old Masters.
Harpers New York and Erie Railroad Guide, 136
illus., by William McLeod, 1851.
Howe, Virginia, its History and Antiquities, 1846.
Jones, H., The Present State of the Virginias.
James, The Ambassadors, 1st edition.
Keith, Ancient Types of Man.
Knight, Prayers Ancient and Modern.
Miller, M., Greek and Latin Classics, vols. 3 and 4.
Pooley, Japan's Foreign Policy.
Rawson, Charlotte Temple, Lucy Temple.
Riley, Lee After Appomattox.
Strong, In Paradise.
Stock Participation Plans for Employees.
Sainte-Beuve, The Causeries du Lundi, volume one.
Scarlet and Blue, J. Lane.
Vance, Valentine.
Verrill, Book of the Sail Boat.
Vance, False Faces.

Edward Eberstadt, 25 W. 42nd St., New York
California, Oregon, Wyoming, Utah, Montana and
the Far West; Books, pamphlets, maps and manu-
scripts urgently wanted. Any and all items; price
no object; spot cash with order. Attention to
this notice will prove a source of continuous profit.

Paul Elder & Co., 239 Post St., San Francisco
Trust Companies, Herrick, 4 copies.
Ulysses, by James Joyce.
Life of Lope de Vega.
Sympneumata.
Scientific Religion.

Engelke's Bk. Store, 855 N. Clark St., Chicago
Spoonor, L., Letter to Grover Cleveland (pamphlet).
Reminiscences of Senator W. M. Stewart, Nevada,
G. R. Brown.
Morhead, Stone Age in N. A., 2 vols.

Fowler Bros., 747 So. Broadway, Los Angeles, Calif.
Count of Monte Cristo, Dumas, Spanish text, cloth
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The Morphology and Evolution of Apes and Man.
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Laws of Heredity, Mendelian Theory.

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Fulmore, History and Geography of Texas.
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U. S. S. C. Repts., single vol., ed. Wallace, 82-83-
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Webb on Usury.
Texas Criminal Reports, 65 to 97, any.
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Gimbel Bros., Bk. Dept., Philadelphia

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Shakespeare, All's Well That Ends Well, Henry
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Goodwin Family Papers, 1921.
Judd, Sketches of Life in the Hawaiian Islands.
Perkins, The Goose Girl.
True Story of Aaron Burr.
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Spearing, Childhood of Art.
Genealogies: Carter family tree, 1884; Chronicles of
Day family, 1893; Estes, 1894; Hazelton, 1892;
Hubbell; Jennings, 1899; Montague, 1886; Palmer,
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Whitney in Conn., 3v., 1878.

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Anthology of Magazine Verse for 1924, pub. by B.
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Hampshire Bookshop, Northampton, Mass.

Frost, Mountain Interval, 1st edition.
Holliday, Joyce Kilmer's Memoirs and Letters, vol.
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Lowell, Life of Keats, 1st ed.
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England, new.

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Log, etc., in De Miz Series.
Kent's Wilderness 1st ed., L. P. signed.
Guiney, The Happy Ending, 1st ed.
Hamerton's Intellectual Life.
Chicago Herald and Chicago Chronicle, any issues
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Early Chicago Views.
Root, Men and Policies, 1st ed.
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An Act to Provide for the Incorporation of Rail-
road Companies in Indiana, Washington 1853.

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 Chases Story of Stonewall Jackson.
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 Hubbard, The Washington We Forgot.
 Hubbard, Little Journeys to the Homes of Famous People, vol. 11, Famous Business Men; vol. 12, Famous Scientists; vol. 13, Famous Lovers.
 Ferber, The Girls; So Big; 1st eds., as new.
 Don't Say Don't.
 Hadley, Arthur T., Railroad Transportation.

Hochschild, Kohn & Co., Baltimore

Authentic Narrative of Mr. Kimble's Retirement from Stage, J. P. Kimble.
 The Laughing Cavalier, Baroness Orczy.
 Life of Edwin Booth, Lawrence Barrett.
 Shakespeare's Heroines on the Stage, Wingate, Crowell.
 History of English Stage, Thomas Betterton.
 The Voice From St. Helena.

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 Dantes Inferno, Temple edition, leather.

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 Elements of Christian Science, Adams.
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 Bousset, Jesus.
 Straus, Life of Christ, 4th ed.
 Martin, E. D., Psychology.

Jones Book Store, 426 W. 6th St., Los Angeles, Cal.

Robinson's History of California.

Edw. P. Judd Co., New Haven, Conn.

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The Heart of a Soldier, by Geo. E. Pickett.
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Fallen Priest, Morgan, Shawmut Pub. Co., Boston,

1883.

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 Melody Choirs Pioneer Directory of the City of Seattle, 1878.
 Secret Society and Social Customs of the Kwakuitl.
 Alexander McKay of Uganda.
 Foote, Sketches of Virginia.
 Letters of Edward Fitzgerald, 2 vols.
 Morley's Life of Gladstone, 3 vol. ed.

Macaulay's, 126 Farmer St., Detroit, Mich.

Ann Arbor Tales, Harriman.
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 Gardner's Lollardy and Reformation in England.

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Sharp Eyes, Gibson, pub. Harper.
 The Playtime Naturalist, Taylor, pub. Appleton, 1889.
 Encyclopedia of Browning, Berdoe, pub. Macmillan.

Harry F. Marks, 31 W. 47th St., New York

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 Chittendon's History of the American Fur Trade, 2 vols.

Gift's Travels.
 Byron, by Nichol, Eng. Men of Letters.

New Bedford, Mass., Free Public Library

Grafe, J. C., and Others, How to Gain Admission to Annapolis, West Point, etc., 1898.

The New Jersey Zinc Co., 160 Front St., New York
 Lead and Zinc Pigments, C. D. Holley, pub. John Wiley & Sons, New York.

Newbegin's, 358 Post St., San Francisco, Cal.

Bret Harte, M'Liss, 1873; Heiress of Red Dog, London, 1879.

Reminiscences of Mrs. D. P. Bowers.
 Golden Dreams and Leadern Realities.
 Reminiscences of Edw. Bosqui.
 Cowan's Bibliography of California.
 Adventures of Jas. Capon Adams.
 Books on the Nevada Territory.
 Newmark's Sixty Years in California.
 Masterpieces of Greek Sculpture.
 Greek Sculpture, Boston, 1913.
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 The Fair Trial.
 Vancouver's Voyages.
 Early Books on California.
 Lithographs of San Francisco.

Norman, Remington Co., Charles St., Baltimore, Md.

Bibliography of Mencken.
 Barker, British in Boston.
 Hollander & Barnett, Amer. Trade Unionism.
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 Masson, Life of Milton.
 Gosse, Life and Letters of John Donne.
 Williams, Hist. of Allegany Co., Md.
 More, Limitations of Science, Holt.
 Robertson, Courses of Study, Watts.
 Dickson, Hist. of Theory of Numbers, vol. 1, Carnegie Inst.
 Harkness & Morley, Intro. to Theory of Analytic Functions, Macm.

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Orelli, Old Testament Prophecy.

A. B. Strong, American Flora, 1848.

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Coolidge, Old Fashioned Senator.

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Longfellow, Hiawatha, illus. Fisher.

Dix, The Fighting Blade.

Ward, History of Ancient Working People.

DuChauillu, Viking Age.

Barroll, Around the World Cook Book.

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Pownner's, 542 S. Spring St., Los Angeles, Calif.
 Supplementary vols., Encyclopædia Britannica, Handy
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 Seven Deadly Sins, McLeod Caie.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Lindsey, Problems of the Children.
 Norton, Henry W. Longfellow, Sketch of His Life.
 Arnold, Pearls of Faith, Little, Brown ed.

Princeton University Library, Princeton, N. J.
 Contributions to Canadian Palaeontology, vol. 1, pt.
 2.

Calendar of Virginia State Papers, vols. 2-4.
 Terrien de Lecouperie, Beginnings of Writing in
 Central and Eastern Asia, 1894.
 Texas Geological Survey, Annual Report, vol. 4,
 1892.

The Commoner, vol. 12.
 Hazelton, J. H., Declaration of Independence, 1906.
 Friedenwald, H., Declaration of Independence, 1904.
 American Book Trade Manual, 1922.
 Lane-Poole, S., Story of the Moors in Spain, Story
 of the Nations Ser.

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Canfield, Diary of a 49er, 2.

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 Alexander, History of the St. John Family.
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 Carling, Viking's Skull; Shadow of the Czar.

Christie, Secret Adversary.
 Carpenter, Blocking of Zeebrugge.
 Darwin, Voyage of the Beagle.
 Doyle, Fairy Book, 5m folio, colored plates.
 Dunny, Today in Palestine.
 Great Conspiracy, Anonymous, Barclay & Co., Phila.,
 Pa., 1866.
 Hamilton & Jones, Microcosmus, English trans.
 Hamel, Famous French Salons.
 Hemingway, Four Days.
 Henderson, Practical Cooking and Dinner Giving.
 His Majesty Baby and Some Common Sense People.
 Journal of Travel in San Domingo, 1800-1801.
 Kerwin, Unmasked.
 Landgor, Ida May.
 Luce, Foolish Etiquette.
 Lea, History of the Inquisition, 3 vols.
 Manly, Death Valley in '49.
 Mason, Guide to Music.
 McCabe, End of the World.
 Madison, Journal of Debates on the Constitution.
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 Powell's Report of His First Voyage Through Grand
 Canyon.
 Patterson, Egypt in History and Prophecy.
 Rinaldo, Psychoanalysis of the Reformer.
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 Simmons, Notices of East Florida with an Account
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 Thomas, Pocket Book of Poems and Songs for the
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 Tomlinson, Sonnet, Its Origin, Structure and Place
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 Todd, Burr Family.
 Vizzetelly, Lovers Progress.
 Wheeler, Trail of Lewis and Clarke.
 Archbishop Hughes Replies to Kerwin Letters.

B. Quaritch, 11 Grafton St., London, W.I., England
 Spenser, Concordance, 4to, Washington, 1915.
 Spring, Herbert, By the Grey Sea; any others by.
 Stoddard, References for Students of Miracle Plays,
 Calif. Univ. Liby. Bulletin.
 Sturgis, Hist. of Architecture, vols. 3 and 4.
 Synge, Shadow of the Glen, N. Y., 1904.
 Hobbes, T., Ethics, Boston, 1898.
 Patten, Theory of Social Forces, 1898.
 Relation of Sociology to Psychology.
 Weston, Principles of Justice in Taxation.
 The New Phytologist, vols. 16, 17 and 18.
 Wetmore, The Wetmore Family of America, 1861.

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 Logan's Upper South Carolina.
 Bierling's Juristische Prinzipienlehre, 3 vols.
 Davis' Burr's Private Journal, 2 vols., 1838.
 Forrester's Fish and Fishing in the United States,
 1850.
 Acts of the Legislature of all States.
 Christian Science Books and Pamphlets.

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 Meagher, Guide to Artistic Skating.
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Moore, Clement C., Poems, 1859.

Pickett, L. C., ed., Literary Hearthstones of Dixie.

Phillips, D. G., Fall and Rise of Susan Lenox.

Trial of Joshua Hill Smith.

Cross, W., History of Fielding.

Lytton, Lord Richelieu.

McCarthy, J., If I Were King.

Raleigh, Shakespeare's England.

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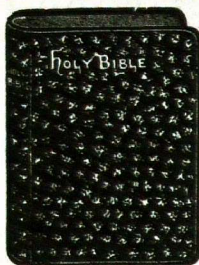
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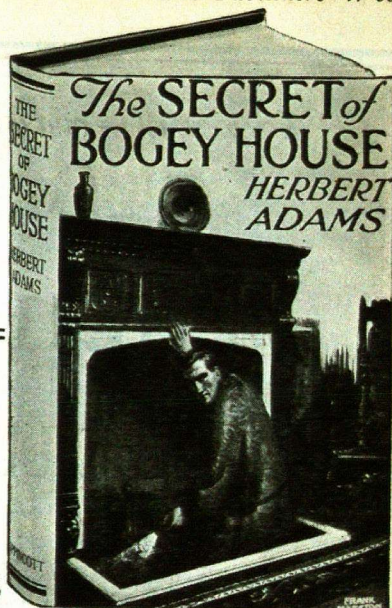
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